

# *The* NATIONAL UNDERWRITER



Flaws in human character are also hard to see. That's why employers need . . .

## FIDELITY BONDS

THE TRAVELERS INDEMNITY COMPANY • HARTFORD, CONNECTICUT

THURSDAY, APRIL 28, 1949



**FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY**

ORGANIZED 1855



**THE GIRARD FIRE AND MARINE INSURANCE COMPANY**

ORGANIZED 1853



**NATIONAL-BEN FRANKLIN FIRE INSURANCE COMPANY of Pittsburgh, Pa.**

ORGANIZED 1866



**THE CONCORDIA FIRE INSURANCE COMPANY OF MILWAUKEE**

ORGANIZED 1870



**MILWAUKEE MECHANICS' INSURANCE COMPANY**

ORGANIZED 1852



**ROYAL PLATE GLASS AND GENERAL INSURANCE COMPANY OF CANADA**

ORGANIZED 1906



**THE METROPOLITAN CASUALTY INSURANCE COMPANY OF NEW YORK**

ORGANIZED 1874



**COMMERCIAL CASUALTY INSURANCE COMPANY**

ORGANIZED 1909



**PITTSBURGH UNDERWRITERS · KEYSTONE UNDERWRITERS**

# LOYALTY GROUP

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## Insurers Offer Suggested Changes to Meet Criticism

### Hearing on Financed Business Insurance Held by Commissioners Committee

NEW YORK—Representatives of insurers interested in financed automobile business last week submitted suggested practices they believe will answer criticisms that have been made to or by insurance commissioners over the country. The suggestions were submitted as a memorandum at the hearing of the special committee of National Assn. of Insurance Commissioners named to look into abuses of insurance practices in connection with automobile financing and other time payment transactions.

Allyn of Connecticut, chairman, presided. Others on hand were Larson of Florida, accompanied by Hugh Christie, T. T. Elmore and Victor Cawthorne of his department; Ralph Alexander of Pennsylvania, Jackson of Missouri, Harrington of Massachusetts, Bohlinger of New York, and Wagner of Connecticut.

The commissioners went into executive session following the hearing, and it is likely the report planned by the committee will be presented at the Seattle meeting of commissioners.

The hearing was late in getting under way while the committee waited for Larson of Florida to finish discussing by long distance with his home state the introduction of a 4% premium tax, double the present levy, and a \$1,000 annual license fee for companies in that state, compared with the present \$200 fee. Mr. Larson indicated real concern over the possibility of the measure going through.

#### Position of Agents

The position of National Assn. of Insurance Agents was presented by Charles P. Butler, executive vice-president. He was accompanied by Walter Bennett, counsel, and John F. Neville, associate counsel. Agents oppose insurance being sold with some other commodity, to its being treated as a "poor relation". They believe the finance business ought to stand on its own feet, and ought not to have to make a profit on a tie-in of insurance. If finance companies are going to be allowed to place insurance, then they ought to be held to the same standards as agents, who, after all, are required to keep insurance sold to the public. Agents think that the performance of those who place insurance on financed automobile business ought to have some legislative expression.

N.A.I.A. will file a brief with the committee, and the finance insurance people asked for a copy.

There were 11 points in the suggestions made by the insurers' representatives. The term "finance factors" was used to describe the finance outlets, banks, automobile finance or loan companies, dealers, credit unions or other



W. Ellery Allyn

## Texas Hailstorm Loss \$1½ Million

DALLAS—The April 19 hailstorm in the Del Rio, Tex., area caused property damage of nearly \$2 million with an insurance loss exceeding \$1½ million, according to the estimate made by J. F. Mazzia, assistant general manager of the southwestern department of General Adjustment Bureau. Emergency offices for adjusters have been opened at Del Rio and Eagle Pass and other claims are being handled in the San Antonio office.

Hail stones as large as baseballs were reported in Del Rio, where some 3,500 claims have been made, totaling about \$875,000. Practically every roof in Del Rio, population 15,000, was damaged and many windows and some plate glass fronts were broken. The estimated insurance loss is, of course, in excess of the mandatory \$100 deductible which has been a part of all windstorm policies in Texas since Sept. 1, 1946.

The field clubs of Texas in cooperation with the local boards are planning advertising mats which can be used immediately following hailstorms in local newspapers advising assured to contact their local agents at once and report damages and telling that it is not necessary to employ attorneys or public adjusters in order to get prompt and satisfactory settlements.

financing medium. The suggestions are:

The insurance obtained by a finance factor from an insurer or agent shall be completely disclosed to the ultimate purchaser of the insurance. The insurer in the time prescribed by law or as soon as practicable after execution of a retail installment contract or consummation of a loan shall furnish the retail buyer a certificate of insurance clearly setting forth the amount of premium, kind or kinds of insurance and scope of coverage, along with terms, exceptions, recommendations, restrictions and conditions of the insurance.

#### Could Choose Another Company

The purchaser of the motor vehicle would be given the option of furnishing to the finance factor the required policy in a company of his choice, if acceptable to the finance factor.

No coverages would be written that are not in the standard automobile manual adopted for general use within the state, unless specific approval of other coverages be obtained by the insurer from the insurance department.

Policies or certificates must be written for the full term for which a premium is charged the purchaser or borrower. All premiums collected or charged into the finance transactions would be paid to the insurer, "within the terms of the agency contract or brokerage arrangement between the insurer and the agent or broker handling the transaction." The insurer could not extend more than 90 days credit for premium payment, and the producer would not extend credit beyond 75 days to the finance factor for payment of premiums.

#### Informing the Borrower

Where there is a single interest policy to the finance factor, a copy of it would be delivered in the same manner as required of a double interest policy, accompanied by a clear statement advising the purchaser or borrower that the insurance is solely for the finance factor's interest and no protection exists for the purchaser's benefit.

Insured, purchaser or buyer must be

(CONTINUED ON PAGE 10)

## Road Service Network Perfected in Detroit Area

An organization known as Road Aid—Agents of Greater Detroit has been incorporated in furtherance of the road service program of Detroit Assn. of Insurance Agents.

C. M. Verbiest is president, M. F. McCaffrey who is president of Detroit Assn. of Insurance Agents, is vice-president; W. F. Jarvis is secretary and Don St. Louis is field director.

The program provides a 24-hour telephone switchboard service for road service calls in Detroit and 30 suburban localities. Fifty-six primary towing and service stations, spotted at two mile radius intervals throughout the area, respond to calls. There are secondary stations to lend a hand during peak load periods.

In Michigan there is sold what is called "maximum" coverage which includes comprehensive, a form of collision protection, personal effects, and towing and road service with a maximum of \$10 per emergency.

The assured is to be furnished with an identification card and when he is in trouble he calls the Road Aid number and gives his location. The nearest service unit is dispatched. There is no charge to the assured. He signs an order statement including a release clause at the time of servicing. The statement is then submitted to the insurer, through Road Aid, for payment.

Presently participating in the program are 225 agencies representing 48 insurers. Some 32,000 identification cards have been ordered by agents. When the program was first conceived there were 26 supporting insurers. Subsequently 22 others signed up. It is expected that there will be an increase in the number of participating agents and companies.

So far it is found that the participating companies are able to save in handling costs on road service claims and are able to reduce the office work involved in handling such claims, according to the sponsors.

Service stations and towing charges are regulated and kept within a schedule. Road Aid makes a service charge to the insurer for handling these claims.

The office of the organization is at 1121 Majestic Building, Detroit.

In the preliminary research, the Road Aid people found that one of the most important stock full cover automobile writers in Detroit averaged one road aid claim per year for every five policies issued. This was not one claim for every five road service policies but rather one for every automobile policy of any kind. It was also estimated that if there were 20,000 claims handled through this system, the plan would be an economical and satisfactory one. Agencies that have been participating in the program find that it affords them an effective competitive weapon against the motor club.

## Magdalena Loss Is \$8 Million

Insurance on the brand new luxury liner, Magdalena, which broke in two and sank for a total loss after going aground off the coast of Brazil is \$8 million. Of this 30% is in the U. S. market. This is the first total loss on a Class A luxury liner under British flag in peacetime since the Titanic disaster in 1912. The rate on Magdalena was 16 cents.

The Donkle agency, Fort Atkinson, Wis., has purchased the Irving Sievert agency.

## Dineen Launches Multiple Location Cost Study

### Bank Accountants Use Continental to Seek to Test Expense Relativity

NEW YORK—Cost accounting studies of the expense of handling single and multiple location fire insurance business were begun Monday by the New York department in the offices of Continental. The survey will be extended to such other companies writing multiple location risks as may be necessary to determine the relative expense of handling such business and reasonableness of rates.

The work is being carried on by the firm of Driscoll & Millet, Philadelphia, as nominees of the department. They will be assisted by James J. Higgins, chief of the department's uniform accounting bureau and former senior fire examiner, together with E. R. Gilmarin of the examining staff.

#### Does Banking Work

Driscoll & Millet has made cost analyses of more than 1,500 banks and specializes in determining unit and departmental costs of financial institutions.

The order of appointment names this firm to examine into the affairs of Continental "to determine whether classification rates on single and multiple location fire risks are or may be modified to produce rates for individual risks in accordance with rating plans which establish standards for measuring variations in expense provisions, whether such standards measure any differences among risks that can be demonstrated to have a probable effect upon expenses, whether the information in support of any rates heretofore filed or now filed with the department by it or on its behalf by New York Fire Insurance Rating Organization or any other rating, service or advisory organization is based upon experience or judgment, whether its interpretation of any statistical data it has or now relies upon is correct, whether the classifications of accounts and methods of allocation observed by it in transacting such business are reasonable, whether the expense statistics collected, maintained and reported by it are in conformity to sound accounting practice, and to ascertain past and prospective expenses both countrywide and those specially applicable to New York state, for the purpose of ascertaining whether the rates charged by it, including the expense portions thereof, for fire insurance on single and multiple location risks are excessive, inadequate, unfairly discriminatory or otherwise unreasonable.

#### Examine Officers, Agents

"In addition to the foregoing specific assignments, the examiners are authorized to examine into any other relevant factors in connection with such examination. Such examiners are directed to make a full report to me in writing of their findings and recommendations. Such examiners are hereby also authorized to examine under oath the officers and agents of the aforesaid company, and all persons deemed to have material information regarding functions, work and cost, who for the inspection of said

(CONTINUED ON PAGE 28)

# Crop Hail Year Starts Off as Briskly as Ever

## Insurers Already Put Up SRO Signs in Some Territories

The crop hail insurance year has started off just as briskly as last, despite the fact that crop values are decidedly below the 1949 peak. Winter wheat coverage is being written in substantial volume in Texas, Oklahoma and southern Kansas, and there is some insurance on tobacco and cotton in Georgia, South Carolina and Florida.

The crop conditions are good in the winter wheat areas, the winter wheat moisture having been excellent. However, in Nebraska there was a lot of winter kill.

The business has been reported in such volume that a number of the companies already have had to shut off writings in certain territories. The quota procedure is being followed pretty religiously by the hail insurers so as to preserve the spread. A number of the territories in which the SRO sign has gone up have been those in which the experience has been good.

The winter wheat crop that is being insured is the July wheat option and this currently at Chicago is about \$1.97 which means about \$1.75 on the farm. That is about one-third below the 1948 high.

The corn that will be insured is the December option and this is currently about \$1.17 in Chicago, which means about \$1.10 on the farm. This is about 50% of the 1948 high.

Already a meeting for hail adjusters has been held at Regina, Sask., and such a meeting is under way at Raleigh, N. C., this week, under the auspices of Southeast Hail Conference. Such a meeting has been held at Wichita under Western Hail & Adjustment Assn. There is to be one at Fargo, May 13-14 and another at Des Moines, June 2-3. Most of the per diem hail adjusters are agricultural teachers, high school men and local agents.

## Elect Close as Chairman of Arkansas Rating Bureau

LITTLE ROCK—Charles M. Close, Great American, was elected chairman at the annual meeting of the executive committee of Arkansas Inspection and Rating Bureau. He succeeds Ivan Escott, Home, who resigned after being chairman for six years. I. C. Sparks, St. Paul, was made chairman of the advisory committee to the bureau.

George D. Suter, manager, in his annual report placed the fire loss ratio in the state for all companies last year at 41.8%, a 10% increase over last year. He attributed the increase principally to seven large fire losses in excess of \$100,000. He reported the extended coverage experience as 66.6% and the motor vehicle physical damages coverages at 36%.

Mr. Suter stated that the number of criticisms on daily reports by the audit division of the bureau have been reduced by the participation of staff members as instructors in regional educational meetings of the Arkansas Assn. of Insurance Agents. He said that the engineering personnel of the bureau has been increased to take care of the demands of the new industries which have moved into Arkansas.

Jack G. Parsons, North British, president of the Arkansas State Fire Prevention Assn. and the fire prevention division of the bureau, illustrated his report with the use of colored slides. Accord-

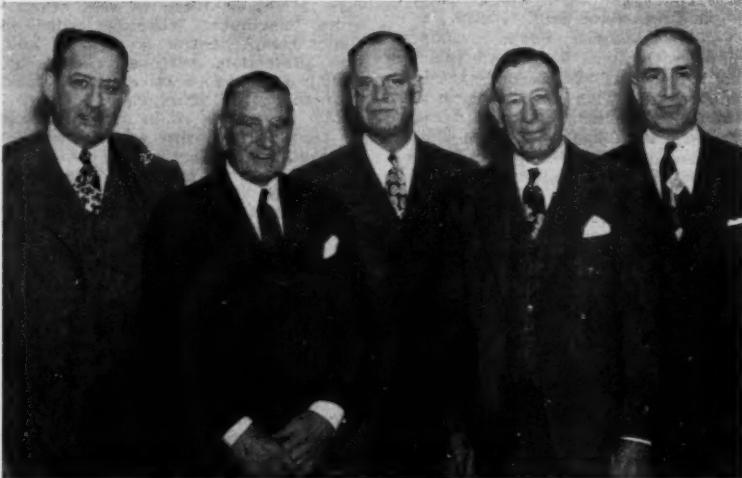
ing to Mr. Parsons, since last fall five towns have been inspected and the association has undertaken a permanent program to prevent school fires in co-operation with the state department of education. The association is assisting the hospital division of the state board of health in inspecting Arkansas hospitals and a book of fire safety standards has been drawn up for them as a part of the hospital licensing requirement.

Mr. Parsons praised the work of Carl S. Smalley, head of the bureau's fire prevention division and executive secretary of the Fire Prevention Association. Mr. Smalley has presented the fire safety stage show featuring the clown, "stupid carelessness", before 30 school audiences including 12,000 grade and high school children and many civic and club groups.

Field men, bureau staff members and officers and members of the executive committee of the Arkansas Association of Insurance Agents were guests of the bureau at a luncheon.

James S. Kemper has resigned as a director of Lumber Mutual Fire of Boston.

## Moore, Case Anniversary Festivities



The Moore, Case, Lyman & Hubbard cocktail hour at the Union League Club, Chicago, last Friday afternoon, marking the 90th anniversary of the organization, brought together hundreds of congenial friends, including members of the Moore, Case organization, clients, heads of other insurance agencies, company men, etc. This was followed by a dinner for the main executives of companies represented in the agency including a dozen or more from outside the city.

In the picture are shown the five members of the firm, from the left: Sam A. Rothermel, J. K. Walker, Frank Coffin, Harry E. Knight and Waldo B. Ames.

Moore, Case lays claim to being the oldest agency in the city, the organization having been formed by Silas M. Moore in 1859 in association with L. M. Olmstead. The original name was S. M. Moore & Co. In 1864 he bought out Mr. Olmstead and formed a partnership with John K. Sterns, general agent of Connecticut Mutual Life, thus becoming the first general agency in Chicago to write life insurance. A. H. Van Buren was identified with the firm at that time. James H. Moore, brother of Silas, joined the firm in 1863. In 1871, John J. Janes, who had been associated with the office since 1868 became a partner, and the name Moore & Janes was adopted.

Frederick W. Moore, son of James H., joined the agency in 1885, becoming a partner in 1901, and was active until three years before his death in 1945. E. B. Case, James S. Hubbard and Harvey Dean became partners shortly after the turn of the century. In 1902 a consolidation was effected with Lyman & Herrick, the

## Much Talent on General Agents Card

An impressive array of talent has been lined up for the program of the annual meeting of American Assn. of Managing General Agents at the Hotel Commodore, New York, N. Y., May 23-25.

On the speakers list are Superintendent Dineen of New York; John C. Stott, president National Assn. of Insurance Agents; Edward A. Drews, secretary of Great American; Harold K. Kramer, vice-president of the Borden Co., and J. Dewey Dorsett, general manager of Assn. of Casualty & Surety Companies.

## Slate Nelson at Fremont

Robert A. Nelson, assistant western manager of Atlas, is addressing the luncheon meeting at Fremont, Neb., May 11, which is one of a series of joint gatherings of local agents and insurance buyers that are being held throughout the state.

## FORM COVERED WAGON CLUB

### Springfield F. & M. Holds Centenary Employee Dinners

Springfield F. & M. this week held the first two of a series of five banquets for employees in key cities, in celebration of the company's centennial.



The first banquet was at the home office city of Springfield, Mass., Monday, and the second was at Chicago for the western department, Wednesday.

The 100th anniversary fell on Sunday, April 24th.

At the Springfield banquet, President W. A. Hebert announced the inauguration of the "Covered Wagon Club," the membership to be composed of employees, both active and retired, who have been with the company for 25 years or more. The club was named for the trademark of Springfield F. & M. and pins and lapel buttons presented to members carry this design in artistic setting.

## Over 50 Year Group

Five employees, each now retired, but who have been with the organization more than 50 years, were guests of honor at the Springfield banquet, they being Charles A. Stearns, 66 years; Dwight B. Wood, 58; Fred S. Richards, 57; Arnold L. Barrett, 57 and Ralph J. Bruce, 51. Mr. Hebert presented the Covered Wagon buttons to these men and then to 60 other employees, officers and directors. Mr. Hebert, himself, was inducted into the club by Vice-president Frank A. Schlesinger, who served as toastmaster.

Center of attraction in the decoration of the ballroom was a huge mural of the trademark picture, the covered wagon.

David K. Stewart of Cleveland gave an inspirational address on "Human Resources." Christopher Sorenson, chairman of the Clerks association, made a talk and Henry A. Field, director, presented an engrossed testimonial to Brewer Corcoran of Springfield for editorial assistance in compiling the centennial book, "A Century of Achievement."

## San Francisco Dinner May 2

The next meeting is to be held at San Francisco, May 2, and other such banquets will be at New York and Detroit.

At the Chicago banquet, Mr. Hebert was introduced by Executive Vice-president John C. Harding, who served as toastmaster. Mr. Stewart was also the main speaker there.

Eighty were inducted into the Covered Wagon Club at Chicago. There are 16 eligible at San Francisco, six at Detroit, four at Toronto, 79 at Springfield, the entire group numbering 185.

## Roddy Makes Talk

Whitney H. Roddy, local agent at Bloomfield, N. J., is discussing "Know Yourself—and No Others" at the Morris County Assn. of Insurance Agents Thursday.

## N. Y. Is Now on Full Multiple Line Basis

Governor Dewey, in signing the multiple line underwriting bill in New York, characterized this as a very important piece of legislation and said he was "happy to sign it."

This legislation largely puts in the discard the Appleton rule that has been the principal road block to extensive exercise of multiple line underwriting powers. Under the Appleton rule, a company was not permitted to do any kind of insurance outside of New York that it could not do within that state.

It was recalled that in New York in 1946 multiple line reinsurance was authorized by law as well as legislation to permit the writing of the personal property floater by casualty companies. The full coverage automobile and aircraft and foreign direct underwriting bills were passed in 1947. There are 37 states permitting full multiple line underwriting.

### Care in Handling Loss Emphasized by Gehrig

NEW YORK — Realizing how the man feels who has suffered his first loss is the important feature of handling a claim, Arthur W. Gehrig, superintendent of claims of Potomac, told the Insurance Accountants Assn. at its April meeting.

The claim for his loss is insured's first real contact with the workings of the insurance company. Insured often has misgivings about the adjuster and company and in order to avoid any paring process by the adjuster, he will pad his claim beyond all reason. It is imperative the adjuster remember this and dispel this erroneous conception from the mind of insured.

### Arkansas Assn. Sponsors "Educational Clinic"

Sixty persons from Little Rock agencies attended a regional one day "educational clinic" held by Arkansas Assn. of Insurance Agents. The "clinic" opened with a general session devoted to explaining and analyzing three new pieces of legislation affecting local agency operation, agents' qualification law, financial responsibility act, and fair trade practices act for insurance, all passed by the 1949 Arkansas legislature. The discussion was led by a panel consisting of E. Grainger Williams, association educational chairman; Commissioner Graves, I. C. Sparks, St. Paul Group; George D. Suter, manager Arkansas inspection and rating bureau; Leavell R. Smith, E. H. Noble & Co., and Henry A. Ritter, L. V. Martin & Co., general agents.

### Mercantile Loss in Chicago Suburb \$500,000

Insurance loss to buildings, contents U. & O. and rents in the fire attacking structures in the shopping section of Elmwood Park, Chicago suburb, is estimated at \$500,000. The insurance loss to buildings and contents is about \$400,000 and besides the U. & O. and rents loss may run about \$100,000. Sherman Frocks, one of the victims, had no insurance.

Biggest loss was to Alden's, Inc., the estimate being \$200,000 to contents plus U. & O. Others involved are Gaytime Frocks, Bertrand's Shoe store and Lucky Liquors.

This was, generally speaking, one building. What appeared on the maps as fire divisions and fire walls actually were simply tile walls, that did not run through the roof. There were no parapets. The ends of the trusses of each store section butted together over a lally column which was in each partition wall. There was no fire cut-

off. Fire apparently started in Gaytime Frocks and spread east and west through the roof construction because there were no fire cutoffs at each partition wall.

### C. P. Butler Texas Speaker

Charles P. Butler, newly-appointed executive vice-president of National Assn. of Insurance Agents, will address Texas Assn. of Insurance Agents at its convention at Houston May 20-21.

### Up Iowa Commissioner \$500

The Iowa legislature approved a \$500 salary increase, from \$6,000 to \$6,500,

for the insurance commissioner. A flat \$500 increase was approved for all elective officials and department heads.

The insurance department appropriation was increased to \$97,360 a year. Examiner's salary was changed from a per day scale to \$150 while working on foreign companies and \$120 for domestic. Assistant examiners will receive \$90 a week.

John H. Carney, Eau Claire, Wis., past president of Wisconsin Assn. of Insurance Agents, has been elected vice-president of Eau Claire Chamber of Commerce.

### Albany Board Reelected

John F. Feldman was reelected president of Albany (N. Y.) Board of Underwriters at its annual meeting, as were the other officers: Vice-president, Edward J. Dignum; secretary, Alexander J. Young, and treasurer, Charles A. Porth.

Roland H. Lange, of Hartford Fire, addressed Kalamazoo Assn. of Local Agents on "Sifting the Ashes." William Pierce was chairman of the meeting, and Harry V. Wilson, president of the association, presided.

# How can A&H be made SIMPLER?

## THESE FOUR NEW PRODUCERS' SALES HELPS HOLD THE ANSWER

"Make it simpler—easier to specify and we'll sell more," said producers when asked why Income Protection was today's most neglected field. And that is just what is achieved in Fireman's Fund Basic Equity Accident and Health program. In these four new "sales helpers" all Basic and Optional coverages to meet practically any demand for Tailor-Made policies are quickly available for reference in clear, simple, straightforward terms. Send for the complete set or ask your Fireman's Fund fieldman.

### SELL INCOME PROTECTION...TODAY'S MOST UNDER-INSURED OPPORTUNITY



SAN FRANCISCO • NEW YORK • CHICAGO • BOSTON • ATLANTA • LOS ANGELES

STRENGTH  
PERMANENCE  
STABILITY



## Huge Texas City Damage Case vs. U. S. Is Under Way

HOUSTON—The U. S. government was charged Tuesday in federal Judge Kennerly's court here with responsibility for the disaster which struck Texas City in April, 1947, killing more than 500 persons and injuring several thousand.

In a consolidated case in which nearly 300 separate suits are joined the plaintiffs contend that the government manufactured the fertilizer grade ammonium nitrate aboard the French steamship Grandcamp and shipped it without warning of the dangers connected with its handling.

Judge Kennerly overruled the government's motion for a postponement, then denied a motion for a judgment in favor of the government. The government denied charges of negligence, contending that the fertilizer was not inherently either a dangerous or an explosive material. Assistant U. S. Attorney J. W. Cash said that when trial is completed the court will have all the facts and that the superficial case built against the government by a seven member committee representing some 200 plaintiff lawyers would disappear.

Cash said if the court found the government liable for damages caused, the taxpayers would pay the costs.

Thomas Fletcher is conducting the case for the plaintiff's committee. Monday was consumed with opening statements of each side.

This trial will determine whether or not government is liable and if so the dollar and cent damages must be determined by later trial.

Fletcher said he had a wagonload of depositions collected from all over the country during the past year and said the case might take from three to six months.

The first deposition was that of Maj. Gen. Everett S. Hughes, chief of ordnance of the army, who said that nobody knew of the danger in handling the fertilizer.

## Chicago Firm Now T. M. Dunlap & Co.

The firm name of T. J. Houston & Co., general adjusters of Chicago, is being changed to T. M. Dunlap & Co., and will be headed by T. M. Dunlap. Affairs of the company have for some time been administered by Mr. Dunlap in the absence of T. J. Houston, who died March 31 after a prolonged illness.

Mr. Dunlap was associated with Mr. Houston since 1919, joining the firm after his discharge from the army. He is a past president of Adjusters Assn. He is well known in yachting circles, a past commodore of Lake Michigan Yachting Assn., and is now serving his seventh term as vice-president of North American Yacht Racing Union. He represented the U. S. on the international jury of appeal Olympic Yacht races, Torquay, England, last year.

This firm was known as H. W. White & Co. prior to 1913 when the name was changed to T. J. Houston & Co. Through the years they have handled the settlement of some of the largest property losses in this country.

## Morgan Arkansas Deputy

Commissioner Graves of Arkansas has appointed Whit Morgan, Little Rock, to succeed the late J. W. Hatley as assistant commissioner.

Walter McLavey, Hot Springs, former Garland county deputy sheriff, is named deputy state fire marshal.

The Arkansas department is now preparing application forms and setting up the examination procedure to be followed in administering the new agents' qualification law which becomes effective June 10. After then all new agents will be required to secure from the

Commissioner a "qualifying certificate" before they can be licensed by any company.

Tax collections on 1948 premiums totaled \$1,700,000 as against \$1,400,000 on 1947 business. They are 2% on fire and casualty and 2½% on life premiums.

## Prepare for Tenn. Auto Law

Tennessee agents have been requested to withhold advertising on the new Tennessee financial responsibility

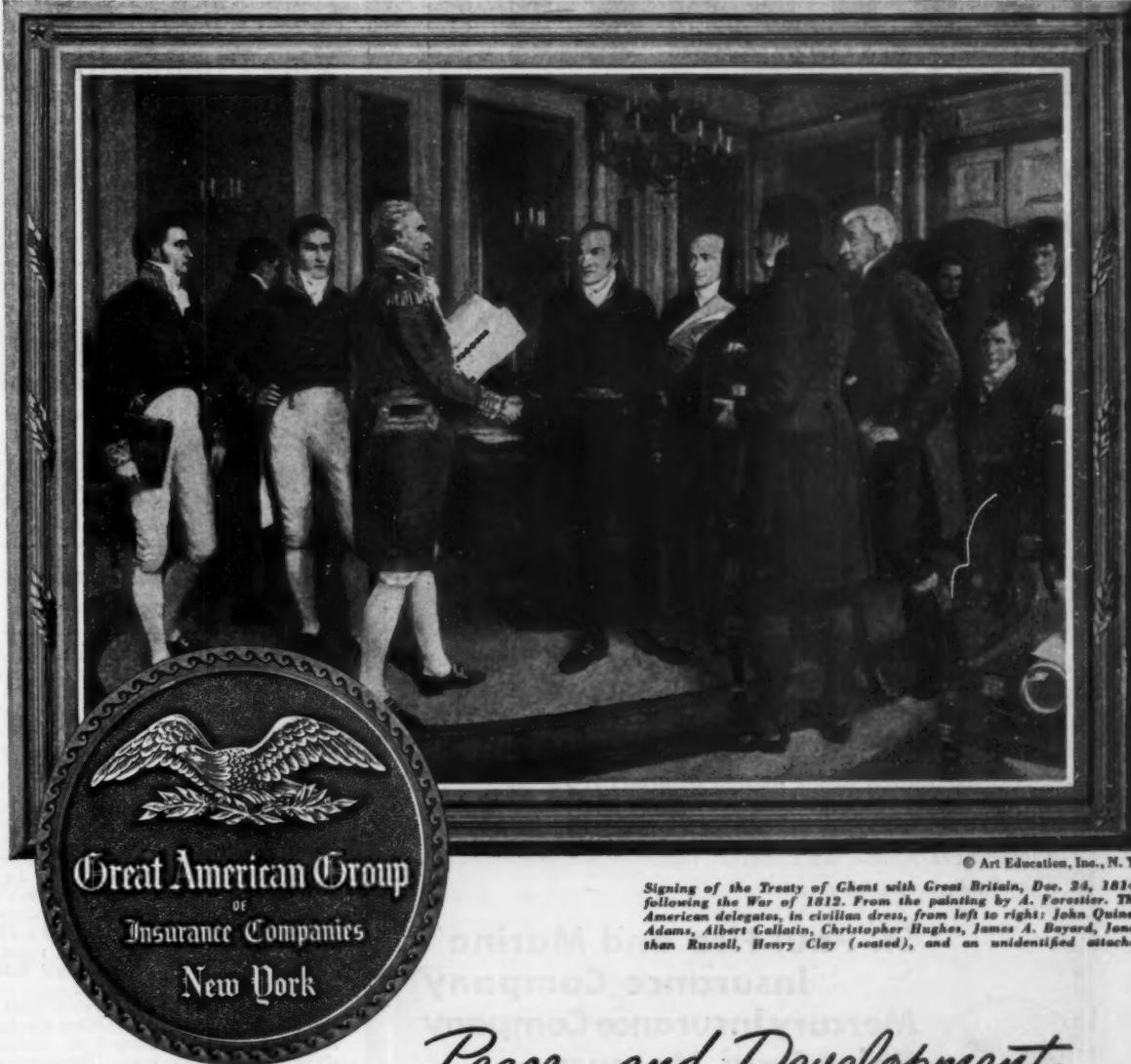
law until May 19, three days after the state will have released information to the public about the act's requirements. The request was made so that it will not appear that the law is an insurance company measure. The law becomes effective July 1 and will require evidence of ability to pay damages up to \$10,000 for personal injury and \$1,000 for property damage.

Roy M. Bates has been named director of the automobile responsibility division of the state department.

## Meet on Examinations

The examination committee of American Institute for Property & Liability Underwriters meets at Columbus Apr. 29-30. Dean Loman is chairman. The other members are E. L. Bowers, Ohio State University; Roy L. Davis of Chicago, Assn. of Casualty & Surety Companies; Wade Fetzer Jr., W. A. Alexander & Co., Chicago; David McCahan of University of Pennsylvania; M. L. Landis, Central Manufacturers Mutual; T. W. Sweeney and H. A. Murray, Jr.

An advertisement similar to this appears in SATURDAY EVENING POST, April 30



© Art Education, Inc., N. Y.

*Signing of the Treaty of Ghent with Great Britain, Dec. 24, 1814, following the War of 1812. From the painting by A. Forestier. The American delegates, in civilian dress, from left to right: John Quincy Adams, Albert Gallatin, Christopher Hughes, James A. Bayard, Jonathan Russell, Henry Clay (seated), and an unidentified attaché.*

# Peace... and Development

The Treaty of Ghent brought the peace of mind that a young America needed to embark on a period of tremendous growth and prosperity. A carefully planned insurance program brings a similar peace of mind to individuals and business or-

ganizations with assets and investments to protect.

In choosing your insurance be sure to call in one of Great American's 16,000 local agents—or your own broker—and learn how the Great American Group of Insurance Companies can serve you.

## GREAT AMERICAN GROUP

of Insurance Companies

Great American

American Alliance

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Detroit Fire & Marine

Massachusetts Fire & Marine

Rochester American

WORLD-WIDE FACILITIES FOR PRACTICALLY ALL FORMS OF INSURANCE EXCEPT LIFE

## State Seeks To Tax Insurance Exceeding Taxable Value

RALEIGH, N. C.—The North Carolina State supreme court heard arguments in a case involving the question of the right of the state to tax the amount of fire insurance proceeds recovered by an assured over and above

the amount the property was listed for taxes.

Mrs. Sylvia Speizan, owner of a warehouse at Charlotte, contends the state has no right to tax her \$2,636 on money she received from an insurance company for fire damage to her building. The state revenue department, on the other hand, contends that Mrs. Speizan realized a taxable profit when she received some \$65,000 insurance on a piece of property valued at only \$19,500 for tax purposes.

The entire amount of insurance in-

volved was put back into repairs. Superior court at Charlotte ruled in favor of Mrs. Speizan, and the revenue department appealed to the supreme court.

During the arguments before the supreme court it was brought out that a measure now is before the legislature which provides that if money received to compensate for property damage is used solely for restoring the property it is not taxable, although insurance actually may come to more than the property originally cost the owner. The bill already has passed the house and if it gets by the senate probably will decide the case in question and all future cases of its kind.

## Bank Men Say Not Yet Time to Reduce Home Cover

A panel of New York savings bank insurance directors at their third annual forum at Syracuse decided against lessening the standards required of fire companies that insure homes on which they have mortgages. The group agreed to adhere to its present capitalization and surplus requirements.

The question, "Is there a public relations value in suggesting reduction of amount of insurance if and when replacement costs go down?" was discussed. The time for that apparently has not arrived yet although replacement costs are leveling off, it was decided.

Among other subjects discussed were the new disability benefits law, multiple line underwriting and package policies, comprehensive general liability, appraisal costs, valuable papers, workmen's compensation and bankers' blanket bonds.

Laurence E. Falls, secretary Insurance Institute of America, discussed education vs. experience in insurance. Some 40 member banks were represented. Next year's meeting will be held at Albany. Moderator was Homer F. Smith, Seamen's Bank for Savings.

## Insurance Is Interpreted

The May edition of "Better Homes & Gardens" contains an excellent article setting forth many features of insurance, in words that are easy to understand for the uninitiated. There is a lucid explanation of such features as extended coverage and coinsurance, and the importance of making inventories of belongings is emphasized. The author is Ray Giles.

## L. M. Michel Is Now Vice-President

Lincoln M. Michel has been elected vice-president of all companies comprising Fire Association group.

Mr. Michel was born in New Jersey, graduated from Williams College, and since 1933 has been with Fire Association. In 1938, after four years of special agency work in New York state, he was assigned to duties in the head office, becoming manager of the Philadelphia department in 1943. A year later he was elected secretary. Toward the end of 1948 he relinquished this supervision and assumed executive duties, which responsibilities he will continue to discharge.



L. M. Michel

## Thain Edits "Insurance Exchange Magazine"

Richard J. Thain has been designated editor of the "Insurance Exchange Magazine", monthly National Underwriter publication which serves insurance readers in Chicago and Illinois. Mr. Thain has been on the editorial staff of THE NATIONAL UNDERWRITER for four years. He was educated at Northwestern and was a daily newspaper reporter in Chicago before the war.

Mr. Thain was in the service, most of the time as editor of the third air force newspaper. He continues as assistant editor of THE NATIONAL UNDERWRITER.

## History of Babaco Alarm

The Babaco Alarm Systems have published a handsome booklet, "Inside Babaco," describing the work of the organization and the effect of the truck alarms they manufacture in reducing thefts and hijacking of goods. The alarm is only 17 years old.

Approximately \$250 billion worth of truck cargoes have traveled under Babaco protection in the 17 years the alarm has been in use and have reached their destination in safety. There has never been a loss due to a Babaco failure. As a result of the effectiveness of the alarm, many insurance underwriters require alarms on target lines and recommend it for all lines.

## Duffus at Cleveland

The care with which the motoring public drives automobiles this year is a factor in determining next year's casualty insurance rates was emphasized by Roy A. Duffus of Rochester, N. Y., in addressing a meeting of Insurance Board of Cleveland.

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155TH ANNIVERSARY

1948

THE INSURANCE COMPANY  
OF THE STATE OF PENNSYLVANIA

308 WALNUT STREET, PHILADELPHIA 6, PA.

# NEW YORK

## NEW YORK LOSSES UP

Incurred losses in its territory, according to the New York Board, totaled \$4,272,645 in March, 1949, on 408 losses, compared with \$1,251,200 and 488 in March, 1948. For the three months of 1949 the amount was \$7,918,766 on 1,058 losses compared with \$4,701,043 on 1,250 losses.

## RED CROSS FEATURE

The Red Cross recently set up shop on the 15th floor of 55 John street, New York, with a complete assortment of blood letting equipment, cots, kitchen, refreshment stand and an array of nurses. A considerable quantity of blood was let and there were no casualties.

Led by their top executives, 90 volunteers from Appleton & Cox, William H. McGee & Co., General of Seattle, Carpenter & Baker and Talbot, Bird & Co. gave blood. In the forefront of the 90 volunteers were D. Farley Cox, president of Appleton & Cox; Owen E. Barker, executive vice-president, and Curtis Bird, vice-president of Talbot, Bird & Co.

Travelers donated space for this performance.

## POLLEN LONDON CHIEF

The court of directors of London Assurance announce the retirement on June 25, for reasons of health, of the general manager, Sir Arthur E. Morgan, who will at the same time be resigning his directorship of the corporation. J. A. Pollen, assistant manager of London Assurance, has been appointed as the new general manager, and G. G. Beamish, at present secretary, has been appointed deputy general manager and secretary.

# CHICAGO

## FIRE PROTECS" 25TH

Fire protection engineering graduates of Illinois Institute of Technology (formerly Armour Institute) will take a prominent part in the alumni association reunion at the 32nd street campus in Chicago May 20, in view of the fact that this is the 25th anniversary of the first insurance scholarship class at Armour. It so happens that John T. Even, assistant western manager of Fireman's Fund, and an Armour "fire protec" of 1928, is general chairman for the fire reunion. L. T. Thoelecke, head of the Great Lakes agency of Chicago, is in charge of the activities for the fire protection engineering group.

Preceding the reunion, there will be a special gathering of the fire protection engineering group.

## SAFETY SHOW CARD

Insurance representatives are slated to take a prominent part in the annual Midwest Safety Show sponsored by Greater Chicago Safety Council May 5.

At a session on psychological factors in industrial accident prevention, W. A. Eggert, chief psychologist of Lumbermen's Mutual Casualty will serve as vice-chairman.

At the fire prevention session, Richard E. Vernor of Western Actuarial Bureau will be chairman and Norman H. Davis, Jr. Underwriters Laboratories, vice-chairman. Emmett T. Cox of Western Actuarial Bureau will give a talk on "Are You Prepared for an Emergency?" and then there will be an industrial fire safety panel, the leader being John J. Ahern, director of the fire protection engineering department of Illinois Institute of Technology. One of the members of the panel will be Elmer J. Reske, manager of Cook County Inspection Bureau.

At the meeting on industrial hygiene and health, the speaker will be H. A.

Thiemann of Hartford Accident, who will talk on new insecticides, exterminants and fumigants and their health aspects.

Fred Cook, director of hygiene of Bituminous Casualty, will give a paper on "Hazards Often Overlooked" at the chemical hazards meeting.

Chairman of the session on new factors in the electrical field is J. H. Kraus of Liberty Mutual, and one of the speakers will be A. L. Dowden, safety engineer of Liberty Mutual.

In the session on controlling con-

struction accidents, the chairman will be R. M. Kramer, supervising engineer of Employers Mutual Liability, Chicago and one of the speakers will be O. S. Holmskog, construction engineer of Employers Mutual Liability.

On a session labeled "Package Safety for Smaller Plants" the chairman will be A. R. Graham, supervising engineer of Bituminous Casualty and there will be a feature entitled "A Safety Graph Comes to Life," the participants being mainly insurance people, as previously announced.

At the session of fire, health and accident hazards in eating establishments, chairman will be R. C. Peterson of the fire protection department of Illinois Institute and the vice-chairman, W. G. Meade, safety engineer of Hartford Accident, Chicago. One of the speakers will be R. E. Dalstrom of Lumbermen's Mutual Casualty.

At a meeting called "Learning the Easy Way" the chairman will be W. D. Keefer, second vice-president of Lumbermen's Mutual Casualty, and vice-chairman J. C. Stennett, director of

# PROOF

## OF THE VALUE OF A PROTECTION SYSTEM IS ITS RECORD IN MINIMIZING LOSSES

### 1948 PERFORMANCE

#### BURGLAR AND HOLDUP ALARM SERVICES

Attacks on ADT Protection	1,902
Entrances effected	1,054
Captures as result of burglar, holdup and other emergency alarms	750
Insurable values of properties protected	\$2,238,189,000*
Ratio of losses to insurable values protected	1/100th of 1%
Burglary loss immunity in 1948	99.99/100%

AVERAGE BURGLARY LOSS IMMUNITY DURING THE PAST TEN YEARS **99.99/100%**

#### WATCHMAN'S REPORTING AND MANUAL FIRE ALARM SERVICE

Investigations of failures of watchmen to signal	
Central Stations on schedule	210,379
Total number of signals recorded	356,308,792
Watchmen's patrol efficiency	99.94/100ths %
Alarms from Manual Fire Alarm Boxes	1,460
Insurable values of properties protected	\$15,097,547,000
Ratio of losses to insurable values protected	4/100ths of 1%
Fire loss immunity in 1948	99.98/100%

AVERAGE FIRE LOSS IMMUNITY DURING THE PAST TEN YEARS **99.96/100%**

#### SPRINKLER SUPERVISORY AND WATERFLOW ALARM SERVICE

Supervisory alarms, indicating temporary impairment of sprinkler systems	180,571
Waterflow alarms, caused by fires or serious leaks	3,545
Manual fire alarms	108
Insurable values of properties protected	\$8,011,877,000
Ratio of losses to insurable values protected	2/100ths of 1%
Fire loss immunity in 1948	99.98/100%

AVERAGE FIRE LOSS IMMUNITY DURING THE PAST TEN YEARS **99.98/100%**

\*Not including ADT-protected values in bank vaults, the U. S. Treasury, 26 Federal Reserve Banks and branches, the U. S. Mints and the U. S. Bullion Depositories at Fort Knox, Ky., and West Point, N. Y.

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safety of American Mutual Alliance.

John Ahern will be chairman of a session entitled "Managing Men Instead of Machines."

#### New W.U.A. Committees

Following the annual meeting, the committee setup of Western Underwriters Assn. has been revised. The only change in chairman is that E. S. Purcell of Hartford Fire becomes chairman of the committee on cooperation in loss adjustment practices. The other chairmen who are reappointed are Charles E. Dox of London & Lancashire, arrangements; E. A. Henne, America Fore, conference; C. W. Ohlson, Sun, finance; J. C. Harding, Spring-

field F. & M., fire protection engineering; E. S. Whitcombe, Hartford, forms; F. L. Ludington, Atlas, maps; Paul H. Barr, Hanover, membership; M. E. Peterson, Springfield, public relations, and S. T. Shotwell, North British, San Francisco, Rocky Mountain.

#### Governing Committee

The governing committee remains the same, the members being S. M. Buck, Great American; H. C. Conick, Royal-Liverpool; Mr. Ludington, Mr. Ohlson, C. H. Smith, Hartford Fire; Mr. Harding, Mr. Henne, E. D. Lawson, Fireman's Fund; A. F. Powrie, Fire Association; John P. Young, Jr., American, and the officers.

#### CHICAGO OFFICES MOVE

The western department office of Rhode Island has been moved to A-1746 Insurance Exchange.

Yorkshire has moved its offices in Chicago from A-1249 Insurance Exchange building to A-1117 Insurance Exchange building.

Wolverine has transferred its Chicago branch from 111 West Jackson boulevard to 1607 Howard street on Chicago's far north side. The new phone number is Hollycourt 5-0330.

National Mutual Church has moved its head office from 11 South La Salle street to 309 West Jackson boulevard in Chicago.

The Chicago office of New Hampshire and Granite State has moved from 1845 Insurance Exchange building to larger quarters at room 706, 309 W. Jackson Blvd. The western marine department also has taken up quarters at the new address.

**A. S. Koehler** of America Fore was elected president at the annual meeting of Assn. of Fire Insurance Examiners of Chicago. J. G. Spitz, Fireman's Fund was elected vice president; Robert Kille, Hartford, secretary; Robert Hafner, Aetna Fire, treasurer; William Cameron, Hanover, director.

The retiring president, H. D. Hendrickson of Great American was presented with a Gladstone bag.

derwriters Assn. will have its meeting at Fargo June 6; Tennessee field men June 14-16 at Look Out Mountain Hotel, Chattanooga, and Minnesota, June 22-23 at Robert's Pine Beach Hotel, Brainerd.

#### Seminole, Okla., Inspected

Twenty-four field men attended the inspection at Seminole, Okla. R. E. Verner, Western Actuarial Bureau, addressed high school students and a Junior Chamber of Commerce luncheon. J. N. Jones, Phoenix Assurance, gave a 15-minute radio talk.

#### Ohio Blue Goose Plans

At the annual meeting of the Ohio Blue Goose at Columbus May 2 Supreme Court Justice James G. Stewart will give an address at the afternoon business meeting while Joe Harter will serve as master of ceremonies at the banquet. Glenn T. Graf is chairman in charge of the meeting.

#### Fete Pa. Field Veterans

Three retiring members of Smoke & Cinder Club of Pittsburgh, Andrew K. Black, Jr., Phoenix of Hartford; John E. Sauter, St. Paul F. & M., and L. M. Stephens, Loyalty group, were honored at the April meeting. Each man was presented with an appropriate gift.

#### Install Austin Puddle

Alamo Blue Goose, San Antonio, held its April meeting at Austin to institute the Austin puddle. A team composed of past most loyal ganders initiated 16 candidates.

Officers of the Austin puddle are: W. A. Drum, General Adjustment Bureau, big toad; Harold G. Reinhackel, Reinhackel General Agency, polliwog; John W. Gainer, Hammerman & Gainer Adjustment Co., croaker, and Gerald Kinney, Crum & Forster, bouncer.

Alamo Field Club of San Antonio will inspect San Marcos May 17-18. It will be the first inspection undertaken by the club.

**Morris Kahn**, Federal Life, president of Springfield A. & H. Assn. addressed a dinner meeting of Springfield, Ill., Assn. of Insurance Women.

## BOILER SPECIALIST

One of the large offices has a very attractive opening in their Boiler & Machinery department for a man with a sales & engineering background to work with agents on large lines. This man must be thoroughly experienced in these lines. Salary is well above the average.

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#### Herterich Special Agent

Frank Herterich has been advanced to special agent at Philadelphia of General Accident and Potomac.

He started with Potomac as an underwriter in the inland marine department, and subsequently was trained in fire underwriting and loss departments. He also has had training in all underwriting divisions of General Accident, and will operate as a special agent for multiple lines.

#### Neb. Field Gathering May 16

Nebraska Fire Underwriters Assn., Nebraska Blue Goose and Nebraska Fire Prevention Assn., will hold a joint meeting at Omaha, May 16. Walter G. Dithmer, public relations director of W.U.A., will represent that organization at the meeting.

#### Annual Field Rallies

In addition to the annual gatherings of field men in the western states that were previously announced, it is now arranged that North Dakota Fire Un-

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## Multiple Line Measure Is Enacted in Iowa

DES MOINES—A large number of insurance bills which had been previously approved by the senate, went through the house of the Iowa legislature on the final day and were sent to the governor.

One of the major bills approved was a multiple line measure which will permit companies with \$500,000 surplus to policyholders to write any type of insurance except life. Under the present Iowa law companies are unable to write multiple lines except on a reinsurance basis with \$1 million surplus.

### Continuous Licensing Approved

Another bill passed eliminates the necessity of insurance companies printing the Iowa short rate table on policies.

One bill passed was an unauthorized insurers process act which sets up a procedure for service of process on unlicensed companies which was mainly aimed at mail-order insurance companies. Under the act policyholders may bring suit through the insurance commissioner and the case will be tried in Iowa.

The Iowa department was given approval, under another bill passed, to set up a continuous licensing system for all agents. Under the act all companies must file with the department by April 1 of each year an alphabetical list of its agents and in addition a list of all agents that have been canceled. The fees would remain the same at 50 cents

## STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. LaSalle St., Chicago.

April 25, 1949

	Div.	Bid	Asked
Aetna Casualty	3.00	84	Bid
Aetna Fire	1.80*	51 1/2	53
Aetna Life	2.50*	56 1/2	57 1/2
American Alliance	1.10*	24	25
American Auto	1.60	46	48
American Casualty	.80	13	14
American (N. J.)	.70	17	18
American Surety	2.50	59	61
Boston	2.40	66	68
Camden Fire	1.00	21 1/2	22 1/2
Continental Casualty	2.00	56	57 1/2
Fire Association	2.50	61	62 1/2
Firemen's Fund	2.60	79	81
Firemen's (N. J.)	.50	15 1/2	16 1/2
Glens Falls	2.00*	48	50
Globe & Republic	.50	10 1/2	11 1/2
Great Amer. Fire	1.30*	33	34 1/2
Hanover Fire	1.40	31	32
Hartford Fire	2.50*	124 1/2	126 1/2
Home (N. Y.)	1.30	29	30
Ins. Co. of North Am.	3.50*	107	109
Maryland Casualty	.50	14 1/2	15 1/2
Mass. Bonding	1.60	27 1/2	29
National Casualty	1.45*	27	28 1/2
National Fire	2.00	53	55
New Amsterdam Cas.	1.20	29 1/2	30 1/2
New Hampshire	2.00	43	44 1/2
North River	1.00*	25	26
Ohio Casualty	1.00	49 1/2	Bid
Phoenix, Conn.	2.00*	84 1/2	86
Preferred Accident		3 1/2	4 1/2
Prov. Wash.	1.40*	32 1/2	34
St. Paul F. & M.	2.25*	86	88
Security, Conn.	1.40	33 1/2	35
Springfield F. & M.	1.90	45	47
Standard Accident	1.45	33	34 1/2
Travelers	22.00*	672	682
U. S. F. & G.	2.00*	51	53
U. S. Fire	2.00	57	59

\*Includes extras.

Correction of Fire-  
man's Fund group  
figures in Argus Fire  
Chart.

Company	Net Premiums Written	Losses Paid Incl. Adm. Expenses	% of Premiums Written	Premiums Earned	Unearned Premiums	Increase in Unearned Premiums	Losses Incurred Incl. Adm. Expenses	% of Premiums Earned	Underwriting Expenses Incurred	% of Premiums Earned	Gain from Underwriting & Loss Items	Gain from Investments	Federal Tax Incurred	Div. Dealer Rec. or Remit (+) or (-)	Increase in Special Reserves	Other Changes in Surplus	Net Increase in Surplus
46. FIREMAN'S FUND																	
Fireman's Fund	59,339,568	27,024,486	45.5	52,915,356	45,166,632	6,424,223	27,573,953	52.1	21,390,162	40.4	3,767,488	932,415	1,329,341	2,110,949	.....	+12,872,768	14,131,876
Home F. & M.	11,126,173	5,067,091	45.5	9,921,629	8,468,743	1,204,543	5,170,113	52.1	4,010,656	40.4	750,192	265,326	224,407	200,000	.....	-9,192	582,419
Western Natl.	3,708,724	1,689,030	45.5	3,307,210	2,822,914	401,514	1,723,375	52.1	1,336,884	40.4	285,825	133,803	75,597	120,000	.....	+5,609	237,640
Western Natl. Indem.	6,246,607	485,515	7.7	2,032,037	4,214,570	4,214,570	1,175,400	57.8	2,302,800	113.3	-1,446,181	42,763	.....	.....	.....	+1,991,969	588,549
Total	80,421,092	34,266,122	42.6	68,176,232	60,672,859	12,244,569	35,642,850	52.3	29,040,511	42.6	3,355,219	1,374,905	1,629,845	2,430,949	.....	14,861,154	15,540,484
Fireman's Fund Indem.	28,350,406	12,219,511	42.4	25,636,655	13,033,013	5,559,239	11,529,339	45.0	11,074,031	43.2	-1,396,076	686,600	.....	315,000	.....	-34,515	-1,058,991

On page 138 of the 1949 edition of the Argus Fire Chart due to a transposition of lines the consolidated results of the Fireman's Fund group are badly scrambled.

The figures shown for Western National Indemnity are actually the totals of the fire companies in the group including Western National Indemnity, which is engaged in fire reinsurance. The figures shown as the total line are actually those

of Fireman's Fund Indemnity while those shown for that company are the figures of Western National Indemnity.

The correct figures are shown above in space identical to that in the chart. Users of the Argus Fire Chart are urged to paste this exhibit in the appropriate place in their charts.

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## Propose Reforms in Financed Cover

(CONTINUED FROM PAGE 1)

promptly notified of any cancellation or change in the policy or certificate, except if cancellation is by surrender of purchaser's copy of the policy, accompanied by a signed request from named insured for cancellation. Cancellation would be effected as on other policies of insurer with full responsibility on the company of having evidence in its home office that notice has been properly sent.

The producer would be credited with the unearned return premium in case of cancellation by company with prompt repayment thereof. The producer's records would be available for inspection of the insurer and the insurance depart-

ment at all times to show proper repayment of unearned premiums received from the insurer. Cancellation by insured would be on a short rate basis.

### Use of Another Adjuster

Claims would be reported promptly by the finance factor to the insurer's claim agent or representative, and adjustment would be made strictly in accordance with policy terms by qualified representatives of insurer. The named insured, including the purchaser or borrower, could request adjustment by an adjuster other than that of the finance company or insurer, and the insurer

agrees to pay for his services in full. At present under such circumstances insured, purchaser or borrower is supposed to pay the cost of this kind of adjustment.

There could be no agreement under which the agent would retain any portion of premiums received for payment of losses incurred or to be incurred. Claim payments would be made either by draft drawn on the insurer or by check of the insurer to the order of claimant to whom the claim payment is due, pursuant to policy conditions, or on direction of the claimant.

No insurer could have or continue an agency contract that provides it is held harmless against losses. Agency contracts providing for payment of commissions on a contingent basis, depending in toto or in part on losses, would require the company to assume the full insurance risk with only payment of commissions being allowed upon a contingent basis. Commissions earned or paid under this kind of agreement would not be recoverable by insurer due to any arrangement between company and agent calling for recovery of commissions once paid in event of subsequent losses, except as may occur in event of an error in calculation of the commission account. In case of a cancelled agency contract insurer may require a hold harmless agreement in lieu of a blanket cancellation to protect a run-off of existing policies.

There will be no contingency commission arrangements under which the agent pays a specified or guaranteed commission to subagents, producers, or other representatives while the agent receives commission compensation upon a contingent basis.

avoids misunderstanding, and he suggested other states could adopt some rule of this kind.

Policyholders are being loaded with life and accident and health when they purchase an automobile, Mr. Harrington said. He asked for an expression from a finance company representative, and Richard Cass, Mid-States, Chicago, which is owned by a finance company, agreed to discuss the matter. He said he was familiar only with the pack used by his own company which is similar to the motor club type packs. There is a small health and accident policy requiring a \$1.20 annual premium, and credit life insurance, the cost of which is based on rates filed with the various states. The pack includes a bail bond, but there is no separate premium charged for that; it is included for the pack price.

The charge for the pack is \$8, \$10 or \$12, depending on the amount and rates for credit life insurance. The towing charge is shown, and the charges are shown for the life and the accident policies. There are other items in the pack, including routing, maps, and the privilege of borrowing \$100 in case of emergency. Taking of the package is purely optional, he said.

### Same Charge, Varying Amount

The chief complaint in Pennsylvania is that the price for the pack does not vary, whether the credit life insurance contained therein is \$300 or \$1,500, Mr. Alexander said.

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Special Agent wanted by large Texas company for state of Colorado. Good salary to start and increases depend upon production. Write Box U-21. The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

### WANTED

Special Agent for Wisconsin Old established Mutual. Must have fire insurance experience. Apply by letter only, giving full history. Address U-24. The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

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not revealed clearly. Why not, when the note is being signed, show separate charges for financing and insurance, he asked.

This is hard to do because the note is signed in the presence of the dealer, and the dealer uses a chart showing the total charges, Mr. Cass said. Mr. Wagner wondered why they couldn't have a different chart. There are too many classifications in the automobile manual, Mr. Cass replied. Then how does the dealer know his total, Mr. Wagner asked. He takes an average charge for insurance, Mr. Cass replied. How does this comply with the rating laws, Mr. Wagner asked.

#### Separate Charges Would Help

If the insurance charges were shown separately, together with the insurance the charges buy, a good deal of trouble would be eliminated, Mr. Wagner said. Mr. Alexander said they do this in Pennsylvania.

An order in Missouri, Mr. Jackson said, requiring every agent or broker to provide a receipt to the borrower showing all items and the charges therefor, has worked there. The department suggested the form, and this is filled out at the time the note is signed.

#### HEARING'S PURPOSE

In opening the hearing, Mr. Allyn said complaints against insurance practices on financed automobiles were, the commissioners believe, in some cases justified. The commissioners feel strongly that to preserve state regulation they are obligated to move vigorously on elements or phases of the business not in the public interest. Either the commissioners must act or the federal government will. He didn't think that anything as formal as a code would come out of the committee exploration, but there should be set up principles for fair practices and fair dealing which would be followed countrywide. He said he would rather see the question tackled by the commissioners than by the Federal Trade Commission, and he thinks this is the alternative that faces the business.

John C. Blackall, vice-president of Resolute Fire, recalled that in the 1930s there were many complaints that the borrower did not have a policy and couldn't find out what insurance he had. The commissioners named a committee and came to the conclusion that the purchaser should be informed on the coverage, cost and breakdown of premium. Most states adopted this set of principles. Then the war came and there was a hiatus in automobile sales. Today competition for automobile business is becoming keen again.

Mr. Blackall emphasized that the filing of the memorandum as a result of the meeting of financed insurance representatives did not imply that there was an organization, conference, bureau, or anything, it was strictly an informal meeting among several of those interested in this type of business. He said that the finance insurance business doesn't want to be free from regulation, but on the other hand no formula will work indefinitely, it has to be modified from time to time to meet conditions. He thinks a memorandum provides a good basis for regulation.

#### Code of Ethics

Mr. Snyder called attention to the fact that the American Finance Conference has adopted a code of ethics, portions of which would answer many of the criticisms that have been made.

Most of the complaints in Missouri used to come from dissatisfaction with claim adjustments, Mr. Jackson said. A number of them came from St. Louis. Complainants objected to agents settling claims. The department ordered this stopped and the number of complaints has been very small since then. He was particularly interested, therefore, in the provision of the memorandum which provided that the borrower could select an adjuster other than the one for the finance insurance company.

Mr. Landon said that instead of invoking the arbitration clause, which assesses half the cost of arbitration against the claimant, the suggestion goes the whole way and imposes the cost on the insurer entirely.

Representatives of insurers who attended the hearing included S. Arch Richards, Olympic, Los Angeles; Fleming Law and O. R. Moore, American Security, Atlanta; C. F. Stears and E. K. Scribner, Stuyvesant, New York; W. R. Snyder, Central National of Omaha; Kirk A. Landon, Retrospective Insurance Underwriters, Miami; Mark M. Hart and Lothes Sudekum, American Plan Corp., New York; H. H. Erdmann and J. C. Blackall, Resolute Fire; Richard Cass, Mid-States, Chicago; Frank J. Czar, Mid-States, and Thomas F. Shortall, Emmco.

George Hafer, counsel, Pennsylvania Assn. of Insurance Agents, was an observer. Alexander Querry of Prudential, which writes a substantial amount of credit life insurance, and George Davis, actuary, and H. R. Glenn, associate general counsel Life Insurance Assn. of America, were observers.

New officers of Nashville Assn. of Insurance Women are: Mildred Hill, president; Annie Mae Haley, vice-president; Thelma Ellis, corresponding secretary; Lucile Nichols, treasurer. Mrs. Analea Miller is retiring president.

#### Mook Heads Atlantic Mutual Production Unit

Robert K. Mook, Philadelphia manager of Atlantic Mutual, will become agency secretary in charge of production activities with headquarters at the home office.

Mr. Mook joined Atlantic Mutual in 1920, after attending Rutgers. He began his field work in the solicitor's department at New York in 1930 after serving in the loss department. In 1932 he became special agent in northern New Jersey and opened the Newark office in 1937. He was appointed manager at Philadelphia in 1937.

#### Diemand Hails N. Y. and Pa. Multiple Line Action

Approval by Gov. Dewey of New York and Gov. Duff of Pennsylvania of multiple line legislation is hailed by John A. Diemand, president of North America, as an "outstanding opportunity for better service by the companies in the public interest."

Mr. Diemand for nearly eight years, has been in the forefront among those who have been advocating the adoption of multiple line legislation throughout the country. He was chairman of a

committee appointed in 1943 by National Assn. of Insurance Commissioners to consider and report its finding on multiple line underwriting to the 1944 annual meeting.

Mr. Diemand issued a statement saying that in enacting this legislation Pennsylvania "takes its rightful place among many states which have enacted this type legislation and now there is nothing to prevent our going forward in better serving in the public interest."

#### N. Y. Outing Date Changed

The date for the annual outing and meeting of New York City Blue Goose has been changed to June 24 at Rock Spring Country Club, West Orange, N. J.

#### Sneden to Home Indem.

Home Indemnity has named George K. Sneden superintendent of the fidelity and surety department of the New York office. He had previously served with Royal Indemnity and for the past 10 years was with National Surety.

Miss Frances Gray, Maryland Casualty, Los Angeles, has been elected regional director for region 8 of National Assn. of Insurance Women.

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Manufacturers ask questions before they buy insurance. Suppose a prospective client says—

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## EDITORIAL COMMENT

### Five Years for Seasoning

The unusual conditions in the fire business in the last few years serve to emphasize one unchanging fact—it takes a long time for a new company-agency relationship to season into a mutually successful and enduring bond.

A fire company official reports that his organization devoted a lot of effort to putting on additional agencies last year and is continuing to do so in 1949. He calls these additions, "new sources of income in three to five years." The theme of field operations is to get as many good agents as possible. These agents are qualified as to the type of location as well as the character of the agency's management and operation. The company also is seeking spread; it wants new agencies across the country and not in just one or a few sections.

It still is a good time to get new agents, though insurance demand is not as intense as it was last year or 1946, the big premium year. Agents welcome new outlets for the business they place; many of them have lost insurers that have restricted their underwriting activities.

However, except for unusual circumstances—for example, if one of the agent's important companies has withdrawn suddenly for some reason and the new company can step into its shoes—it takes a long time for a company to build its participation in the

business of an agency. Under ordinary circumstances, it may require as long as five years before a fire insurer becomes one of the large participants in the agency's production. It requires at least two or three years to become firmly established in an agency. The company must prove itself. Its field men must build a strong association on service, and the process has to be a gradual one. The agent gives the company more and more business as time goes on, and thus the foundation is built.

For this reason, the addition of a great many agencies puts little or no strain on the company's surplus. The amount of new business secured is not large from each agency, and not burdensome in the aggregate from all of the new agencies. In any event, it is a good investment, for in two, three or five years from now it will need these additional sources of premiums very much. These accounts will be building up as the economy tapers off and thus will offset what would otherwise be the inevitable decline in total premium volume. The spread of these sources, numerically and geographically, should be helpful. This will give it a chance to participate in business from areas or businesses that may be getting along better than others.

The cycle in the fire business is a long one, calling for foresight and a positive attitude toward the business.

### A Foreign Island

As publicity, public relations, advertising and related activities become of more consequence in insurance offices, a word to management is in order on how best to integrate these departments into the organization. In most insurance offices these departments are conducted by a man with one or more women assistants. Their desks, their operation, their tempo and everything about what they do differs from the underwriting, production, statistical, supply and other departments. In a sense they constitute a foreign island. Other desks may be clear and there is only one thing to take up at a time. There is an ordered routine, that may become more insistent or less insistent, but the management knows how to evaluate what is being done, to appraise the accomplishments and judge the deficiencies correctly.

The publicity department, on the other hand, is a scene of disarray. Papers are piled on papers. There seems

to be no order or sequence. The outsider has no idea of the pressures that exist there. Which one has to be taken up and acted on now and which one can perhaps wait a week. There are a variety of deadlines. A visitor is greeted with an anxious look. He may be an old pal, but if only he would go away. There are tensions of a special nature.

If this man were occupying an office in an advertising agency or in a publication, he would have superiors or perhaps he would be the superior, and if he were one of the hired hands, his work would be correctly evaluated. The tensions that exist for him would be realized. His particular timing would be appreciated. He would not be shouldered with some assignment and a killing deadline when he was in the midst of some painstaking work that had to have preference and required especial concentration and had to be got out tomorrow.

This is true not only of publications,

advertising, and public relations men in insurance offices but in business in general. Industrial, utility and other types of management that have come up through their own ranks know intuitively how to judge their employees, what they can do and what they can't do and what can be expected of them, because these managers have come up through these operations themselves or have been closely associated with them. They know when to apply the pressure and when to lay off, when just a little more pressure will drive a man or a woman to the ragged edge. But this

sense of timing they do not have when it comes to their publications, publicity and advertising departments.

The moral simply is for management to realize that it does not have the perspective and the innate touch in dealing with its isolated and to some extent foreign publicity departments that it does in handling operations that management knows against a background of having been a craftsman himself. The last thing any effective and imaginative publicity and advertising man wants is coddling but he does crave to have a management touch that is en rapport.

### Eradicating the Handkerchief

Senator Humphrey of Minnesota, one of the authors of the new Truman health insurance bill, during a press conference was asked about the cost of the program. "I am not going to be badgered into saying this is an expensive program," he was quoted as replying. "It is the greatest economy program this nation has ever known. Why, colds alone cost this country \$2 billion a year."

We have heard over and over again for years that the greatest man in his-

tory would be he who is able to conquer the common cold. Senator Humphrey appears to be the man of the ages. The Thomas-Murray-Wagner-Pepper-Chavez-Taylor-McGrath-Humphrey-Dingell-Biemiller bill is the answer. The ultimate in magic has been attained by social legislation. We must not let ourselves be betrayed at this magnificent hour by the handkerchief trust or those malevolent enemies of the people—the makers of disposable tissue.

### PERSONAL SIDE OF THE BUSINESS

**Paul D. Seghers**, New York City C.P.A., who for a number of years has been associated with Insurance Accountants Assn. and who made several talks before the group, is now with the tax department of the New York law firm of Garey & Garey at 63 Wall street.

**Lloyd L. Gaines**, Commercial Union state agent for northern Kansas at Topeka, has returned to the field following several weeks recuperating from an operation at Kansas City.

**Frank T. Priest** of Dulaney, Johnston & Priest, Wichita, is celebrating the arrival of his first grandchild, a baby girl, in the home of his daughter, Jane Priest Henry, and Dr. Henry at Kansas City.

**Robert D. Eckhouse**, who has become director of public relations, advertising and sales promotion of Babaco Alarm Systems Co. of New York, has been editor of the "American Agency Bulletin" since 1947. Prior to that he was chief of publicity and assistant director of information and publications of Assn. of Casualty & Surety Companies. His experience also includes work with public relations counselors and as a newspaper reporter. During the war he rose from the rank of private to major. He is a graduate of Rutgers.

**Charles E. Dox**, assistant western manager of London & Lancashire, is expected back next week from a vacation in Jacksonville, Fla. He went on to Jacksonville from the annual meeting of Western Underwriters Assn. at White Sulphur Springs, to visit his brother at Jacksonville. His family preceded him there.

**Abraham Kaplan**, who has represented New York Fire Insurance Rating Organization at many multiple location risk hearings, is campaign manager for

Municipal Court Justice Benjamin Shaleck, Democrat, who is running for Congress in New York City's 20th district. This is the seat vacated by the death of Representative Sol Bloom. Other candidates are Franklin D. Roosevelt, Jr., Liberal, and William H. McIntyre, a claim supervisor for Metropolitan Life. The election will be on May 20.

**State Sen. Leo Roy**, Hancock agent and chairman of the senate insurance committee in the Michigan legislature, is again incapacitated as a belated result of injuries in an automobile accident several weeks ago. He is reportedly confined to his bed for at least a week as a result of the development of a blood clot, attributed to his injury. He had returned to his senate duties shortly after the accident, in which Mrs. Roy was seriously hurt.

**Harry A. Trotter**, secretary of Firemen's, has been elected president of Lutheran Memorial Hospital of Newark. The hospital plans a new structure, work on which will start very shortly.

**Donald R. McLennan, Jr.**, vice president of Marsh & McLennan, was one of the Montgomery Ward & Co. directors that was reelected at the dramatic stockholders meeting at which Sewell Avery won his victory over critics of his administrative policy.

### DEATHS

**James F. Martin**, 54, partner with his brother, David, in the Martin Brothers agency, Flint, Mich., died at Youngstown, O., while returning to Flint from

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PUBLISHED EVERY THURSDAY



Published by THE NATIONAL UNDERWRITER CO., Chicago, Cincinnati, New York. PUBLICATION OFFICE, 175 W. Jackson Blvd., CHICAGO 4, ILL. Telephone WAbash 2-2704.

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**CINCINNATI 2, OHIO**—420 E. Fourth St. Tel. Parkway 2140. George C. Roeding, Asso-

ciate Manager; George E. Wohlgemuth, News Editor; Arthur W. Riggs, Statistician.

**DALLAS 1, TEXAS**—802 Wilson Bldg., Tel. Prospect 7-1127. William J. O'Malley, Southwestern Manager.

**DES MOINES 12, IOWA**—3333 Grand Ave. Tel. 7-4677. E. J. Chapman, Resident Manager.

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**KANSAS CITY 6, MO.**—605 Columbia Bank Bldg. Tel. Victor 9157. William J. Gessing, Resident Manager.

**MINNEAPOLIS 2, MINN.**—558 Northwestern Bldg. Tel. Main 8417. R. W. Landstrom, Resident Manager.

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Harry H. Remick, 56, Kansas state agent of the Nebraska Hardware Mutual at Wichita for several years, died at a Wichita hospital following a short illness.

Frederick A. Farr, 63, former agent at Port Huron, Mich., died at Albuquerque, N. M. He left Port Huron for the west about eight years ago.

## Whitney, Miller Form Own Offices

The long established independent adjusting firm of Whitney & Miller at Chicago is now being dissolved and the principals, Ross Whitney and Chauncey S. Miller, are setting up separate adjusting offices. Mr. Whitney at 968 Insurance Exchange building and Mr. Miller at A-1930 Insurance Exchange.

Mr. Whitney is president of National Assn. of Independent Insurance Adjusters.

Mr. Whitney started in the business with the Moore & Janes agency at Chicago in 1900 in a clerical capacity. In 1910 he went with August Torpe, local agent, and his adjusting career started in 1918 when he went with Carl D. Greene. The firm later became Greene, Whitney & Miller and later Mr.



Chauncey S. Miller



ROSS WHITNEY

Whitney and Mr. Miller bought Mr. Greene's interest and the name was changed to Whitney & Miller. Carl Greene established the office in 1899.

Associated with Mr. Whitney will be three adjusters, Emil Wille, S. P. Ruel and Herbert McAllister, and the office force that has been working especially with Mr. Whitney.

Mr. Miller started in the business with Carl Greene in 1912. His father, C. S. S. Miller, who at that time was with Con-

tinental Casualty, later became manager of National Association of Insurance Agents and then publicity director of North British & Mercantile.

Prior to the first war Chauncey Miller went with U. S. Casualty in the burglary adjusting department at New York. He served in the first war as a lieutenant in the army air force and was a fighter pilot. He has retained his interest in aviation throughout the years and has been active in the civil air patrol, aviation post of American Legion, Quiet Birdmen, etc. Following the first war he returned to C. D. Greene.

Associated with Mr. Miller will be Frank Berube, adjuster, and the clerical force that has been working particularly with him.

## Eastern Mutual Agents Program Is Completed

The program has been completed for the annual meeting of the Tri-State (Pennsylvania, Maryland, Delaware) Mutual Agents Assn. May 2-3 at the Southern Hotel, Baltimore.

Speakers the first day will be Phillip L. Baldwin, executive secretary, and Hugh H. Murray, Jr., president of the National Association of Mutual Agents; John E. Fritz, A. & H. manager of Lumbermen's Mutual Casualty, who will discuss the group A & H. outlook from the state and federal angles, and Henry K. Duke, Cumberland, Md. agent, who will talk on "The Hazard Survey."

The banquet will be that evening and a considerable amount of talent has been lined up for the event.

Robert O. Bonnell, vice-president of Fidelity Trust Co. of Baltimore will speak the second morning on "What's Wrong with the Bank Agent Plan." Luncheon speaker will be Commissioner Hanley of Maryland, and Ralph H. Wherry, professor of economics at Pennsylvania State College, will conclude the meeting with a talk on the trend in educational requirements for agents.

## T. L. Osborn, Jr., Is Now Vice-president

T. L. Osborn, Jr., formerly assistant secretary of National Retailers Mutual, has now been elected vice-president. He is a graduate of Cornell and has been with the Kemper organization 15 years. Since 1940 he has been inland marine manager of National Retailers. He comes from an insurance line, as his father is of the Osborn & Lange agency, Chicago.

R. G. Rowe, vice-president of Lumbermen's Mutual Casualty and American Motorists, was elected vice-president of National Retailers for which he has supervision of automobile loss adjustments.

P. A. Weinman, assistant secretary of L.M.C. and American Motorists, was elected secretary of National Retailers in charge of automobile underwriting.

George A. Faulds, special agent in Wisconsin, was elected assistant secretary in the home office underwriting department.

W. H. Heineke, L. W. Van Aken and M. F. Gruhn have been designated as resident vice-presidents at New York, Los Angeles and San Francisco, respectively and E. H. Harvey and W. T. Tower as resident secretaries at Philadelphia and Boston respectively.

## G. D. McQuain in Ohio for Fireman's Fund

Fireman's Fund has appointed Geo. D. McQuain as special agent in Ohio, with headquarters in Union Commerce building, Cleveland.

Mr. McQuain attended the University of Akron and for the past three years was employed at the Akron office of Ohio Inspection Bureau.

Marshall R. Brinker has joined Fireman's Fund as farm special agent for In-

diana and a portion of Ohio. His headquarters are in Indianapolis in association with State Agent Bodison and staff.

Mr. Brinker served five years as an army captain during the war and then entered the local agency business. Recently he has been a farm special agent in Indiana for Home.

## Sales Clinic Enrolls 200

BOSTON—More than 200 Massachusetts agents and brokers are enrolled in a "sales clinic" of Insurance Brokers Assn. of Massachusetts, holding weekly meetings here.

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• LIFE

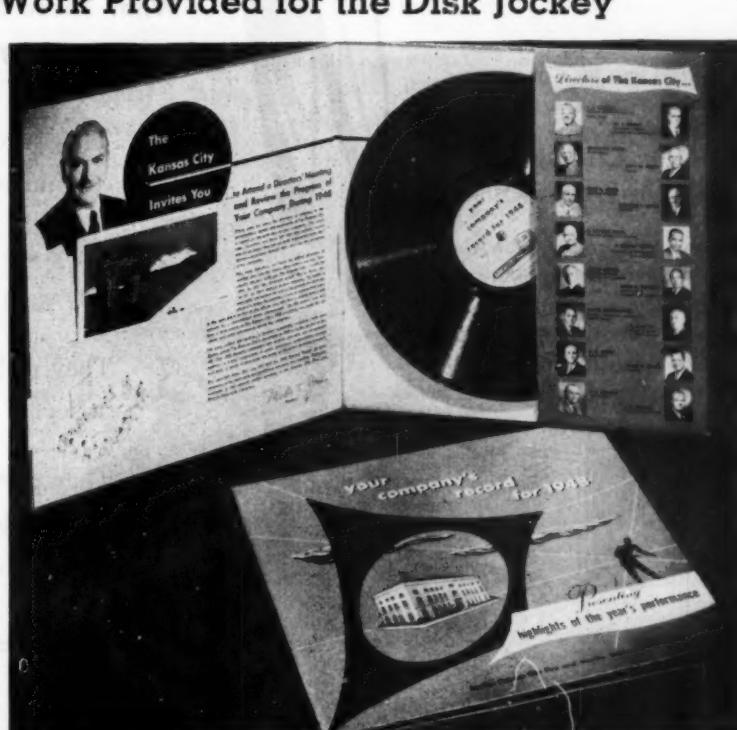
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Kansas City Fire & Marine has produced an annual report portfolio that injects perhaps the most novel and glamorous note that has ever appeared in any such publication. It consists of a record album holder and sure enough inside is a record with a message on both sides entitled "Your Company's Record for 1948." This contains a transcription of a portion of a directors meeting in which President Morton Jones recites the main figures and

answers questions in regard to the year's results.

Additionally there is an annual statement pamphlet telling about the results of the year. There appear the pictures of the members of the board of directors and a large picture of President Jones.

Above is shown the interior layout of the album.

The production was supervised by Hal Kennedy, advertising director.

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# There's a **BIG STORY** IN THESE LITTLE STICKERS!

**This Added Service Is an All-Round  
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1. They are constant reminders of continuous service.
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## Good Working Midyear Session for N. J. Agents

Committee Chairmen  
Make A-1 Reports; Legis-  
lation Reviewed

By KENNETH O. FORCE

NEWARK—There were some good speakers on the program of the mid-year meeting of New Jersey Assn. of Insurance Agents here, but the liveliest material was presented by committee chairmen—fire and accident prevention, legislation, and temporary disability benefits,—the state national director and by the actuary, J. J. Smick, who summarized the results of an agency cost study among association members. The cost study is reported elsewhere in this issue. More than 225 attended the luncheon.

### Will Investigate F. R. Law

One of the most important acts of the New Jersey legislature was authorizing a committee to study the automobile financial responsibility law and prepare a report for submission to the 1950 legislature. John C. Conklin, Hackensack, said. The agents' association has asked for a conference with Senator Thomas, who introduced the resolution, and Mr.



J. C. Conklin



J. C. Madara

Conklin recommended the association appoint a special committee of agents to confer with the Thomas committee.

The legislature also voted to put a veterans' bonus on referendum next November. The proposal is to finance the bonus with a gross receipts tax of one-tenth of 1%. Insurance companies are excluded because they already pay a similar tax. The agents have no objection to the tax, if it is applied only to the net gross commissions. They would object if it is applied to premium income. Mr. Conklin said agents have received assurance from the governor and the attorney general that the tax would be limited to gross receipts. He thinks this is satisfactory since it has been legally determined in New Jersey that the agent is only a trustee of net premiums due the insurance company.

A bill desired by agents was passed and is now law, extending the effectiveness of binders from 15 to 60 days. A bill to increase from \$9 to \$10 the minimum and from \$22 to \$30 the maximum per week of temporary disability benefits and the time from 26 to 30 weeks lost out. However, Mr. Conklin thinks similar legislation may be introduced next session. The 42 insurance bills introduced included the customary monopolistic workmen's compensation fund bill, compulsory auto insurance bill, etc.

Although no "serious" insurance bill

### 1.7% FOR PROFIT

## N. J. Agency Study Provides Interesting Cost Figures

NEWARK—The survey of agency income and expenses conducted by J. J. Smick of Woodward & Fondiller, consulting actuaries, retained by New Jersey Assn. of Insurance Agents, has been completed.

It shows that the average commission ratio; that is, income to the agent, is 21.4% of written premiums. This is divided 6.6% for salaries of management, 4.2% for salaries of office employees, 3.9% for all other office expense, 3.3% as commissions and salaries to solicitors, subagents and brokers, and 1.7% for all other sales, advertising, etc. Total expense runs 19.7%, leaving 1.7% net for profit, contingencies and capital expense.

One of Mr. Smick's most interesting conclusions was that on the basis of these figures, a shrinkage in premium income of about 10% or a reduction in the average commission of about 2% would wipe out the margin for profit, contingencies and return on capital invested.

### 10% Shrinkage Margin

All types of agents submitted information, Mr. Smick reported. Small, large and medium sized agencies are included in the study, as well as individual, partnership and corporation returns.

The figures include returns from more than 100 agents. Few differences in the cost factors were noted as between individuals, partnerships and corporations. For example, Mr. Smick said, management salaries for agencies operating as individuals were 6%, for partners 6.6%, and for corporations 6.9%. In other words, the figures are "within speaking distance" of each other.

### Small Business in Character

He emphasized that the insurance agency is a small business enterprise, and salaries and management expense is expected to be a large item in the cost schedule. In general the partnerships had a lower expense, especially in connection with office salaries. This is because partners often share the detail work in the office and thus hold down overhead.

The top scale of commissions is not paid by all companies; below "average"

passed, Mr. Conklin thinks an era of social legislation lies ahead, and he urged agents to get acquainted with legislators. Agents should meet the problems involved in social legislation with a constructive, positive approach. They cannot simply oppose social legislation as such, he declared.

The state motor vehicle department is making serious complaints about the way the assigned risk plan is being handled in New Jersey. William F. Turner, Jersey City, said in reporting for the fire and accident prevention committee. These complaints are not only against the companies but also against agents who are uninterested in explaining how the driver can get insurance and arranging for him to do so. State senators and representatives are going to the m. v. department with complaints they or their friends can't get coverage. Investigation of the financial responsibility act by a legislative committee, he suggested, likely will include the assigned risk plan.

The time may come when agents will be compelled to do something about fire and accident prevention, Mr. Turner asserted. Casualty and fire companies in 1948 took \$236,869,938 in premiums from New Jersey, which means agents of the

is paid on workmen's compensation, and commissions on graded business further reduce the average, Mr. Smick emphasized. Thus the average return is 21.4%, rather than a higher figure, such as 25%, that is often mentioned as agency remuneration.

If the average expense loading for a particular line was 45%—and it is more on some and less on others—Mr. Smick explained that agents receive in commission less than one-half of the total expense figure. Yet on workmen's compensation 2.5% is acknowledged in the rate for profit to companies and 5% is contemplated in the fire rate for company profit. In comparison, he said, the 1.7% profit for the agent does not seem excessive.

### Backs Agent Arguments

Because of a hurry up need for the figures as the study was launched, Mr. Smick said that some data that would have given a more complete picture were not included, for example by line of insurance, number and size of policies. The figures are, however, representative, and significant. The most important point is that the figures give the agents some concrete backing for protecting their share in the premium dollar.

The companies have figures on loadings, expense, losses, gross expense loading, etc. and they can prove them, he said. The companies aren't particularly interested in defending the portion of the premium dollar that the agent gets, and the department examines that figure carefully in these days of rate regulation. It is a big item of the dollar, particularly if it includes, as it does on company books, items the companies themselves are responsible for, such as field supervision.

If the agents have the figures and are on hand to support them, their share in the premium dollar is not likely to be attacked. Companies talk of a 25% loading for commissions, he pointed out, while the figures show they don't get that. A profit and return on capital of 1.7% is certainly not excessive, he said. If premiums drop substantially, expenses will not go down in proportion, and the agent will be in difficulty.

state put more than \$46 million in their pockets. This is a lot of money, and Mr. Turner thinks agents are going to have to provide the public with more service in return. It is a humanitarian effort, and the best way to get it done would be for each county association to launch its own program.

### TDB Committee Report

Unless agents and companies succeed in doing a better job than the state fund, the latter will take over round-the-clock protection of the worker, Charles J. Simons, Newark, chairman of the TDB committee of the association, asserted. There are now 14,706 private plans, almost 43% of the number in the state, representing approximately 53% of covered employees. In California private plans started with 20% and they have now climbed to 38% of the total. He thinks agents have a big responsibility in proving a superiority of private plans through sales approach, good will building, education and personal services.

The agent must also sell the idea of private insurance, not just a private plan itself. He suggested simpler forms, teaching employees safety on the job. The committee is a special one that is

(CONTINUED ON PAGE 22)

## Standard Oil SS Man Lauds N. Y. TDB Measure

Chislett Says Law  
Does Least Violence  
to Free Enterprise

COLUMBUS—Altogether, the New York temporary disability benefits law represents an outstanding achievement in state legislation in this field, according to Richard E. Chislett of the insurance and social security department of Standard Oil of New Jersey, who addressed the insurance buyers' conference of Insurance Board of Columbus, Wednesday. He observed that the act was drafted by representatives of business, labor, state government and insurance, working in concert. It represents the most advanced thinking in respect to this type of legislation.

While it does introduce governmental compulsion into a field in which voluntary effort already is doing a good job, it manages to apply that compulsion in a manner calculated to impinge least upon free private enterprise. Furthermore, it gives the fullest possible credit under the law to the substantial private achievements in the TDB field. States in the future which may consider legislation in this field should give very careful study to the numerous advantages contained in the New York law, he counseled.

### Gives Set of Principles

The speaker emphasized that he was not discussing the desirability nor necessity for state TDB legislation, but rather he was emphasizing the necessity of developing a set of sound principles which should be incorporated in any state legislation to be considered in the future.

It is not unreasonable to presume that more states will eventually adopt laws compelling some sort of temporary disability coverage for workers, in view of the fact that four important industrial states now have such laws, the state of Washington has passed a law subject to ratification by referendum and 14 other legislatures received measures this year treating with the subject. Ohio and Maryland recently appointed commissions to study the question and make positive recommendations.

### Type of Benefit Not New

He emphasized that the type of benefit under discussion is not new since voluntary programs have existed for a great many years. In some industrial states surveys indicate that some voluntary protection is being afforded anywhere from 60 to more than 76% of employees covered under unemployment insurance law.

However, it is only in the past few years that state and federal governments have taken action to compel the payment of such benefits to great numbers of employees. In four states and in the railroad industry nationally immediate broad coverage through governmental mandate has taken the place of the more gradual yet surprisingly rapid expansion of coverage through voluntary effort. The new and important factor in group A. & H. is that of compulsion. The manner in which governmental compulsion is exercised

(CONTINUED ON PAGE 25)

## Give Truman's Latest Health Plan Little Chance

**Even Administration Leaders Concede Present Congress Won't Act**

**WASHINGTON** — Even administration leaders concede the Truman health insurance program has slight chance of enactment into law at this session of Congress. A majority of the Senate committee is sponsoring substitute plans. One is a revision of the Taft plan of federal aid to the states for medical care of low income groups. Another, offered by Senator Hill, Alabama, and others, provides for federal payments to purchase medical and hospital service policies for low income persons in voluntary health plans.

President Truman gave his message to Congress late last week on his national health program, including compulsory health insurance.

The administration bill was later introduced jointly by eight Senators and by Representatives Dingell, Michigan, and Biemiller, Wisconsin. It provides, among other things, for "experimental development of farmers' health co-operatives," a statement released by the authors says. It would set up a national fund known as the Personal Health Services Account, similar to the OASI trust fund, to be administered by a national health insurance board.

### Advisory Medical Council

That board would operate in consultation with a national advisory medical policy council, and under supervision of the federal security agency.

A 7-page release from introducers of the bill summarizes provisions of its seven titles.

The titles are headed: Aid to medical education; medical research; hospital survey and construction; special aid for rural and other shortage areas; grants-in-aid for state and local health work; grants-in-aid for maternal and child health and crippled children's services; and prepaid personal health insurance.

## Mead Bond Head of Western C. & S.

Kenneth H. Mead has resigned as assistant secretary of Continental Casualty and as manager of the eastern fidelity and surety department at New York, to become assistant secretary and manager of the bonding department of Western Casualty & Surety at Kansas City. He will succeed A. B. Eaton, who died in February.

Mr. Mead is marking his 25th anniversary in the fidelity-surety business. Starting at Pittsburgh with American Surety in 1924 he rose to assistant manager of the bonding department, and in 1937 moved to Chicago to become superintendent of agents of the bonding department of Continental Casualty. For the last nine years Mr. Mead has been with the eastern department of Continental Casualty with jurisdiction over the Atlantic seaboard states.



Kenneth H. Mead is marking his 25th anniversary in the fidelity-surety business.

## Zurich's Films Again Win Laurels

For the fifth consecutive year Safety Zone films produced by Zurich-American companies have won first place awards in competition conducted by national committee on films for safety. The Zurich award-winners for 1948 are "Award to the Wise" and "Helping Hands (Part 3)." "Award to the Wise" judged the best sound slidefilm in the field of traffic and transportation, deals with safe driving practices and habits, particularly from the standpoint of the commercial vehicle driver. Emphasis is on "defensive driving and correct attitude. New York University Center for Safety Education collaborated in the preparation of this film.

"Helping Hands (Part 3)"—selected as the best sound slidefilm in the industrial safety field—covers the safe use of portable power tools. Emphasis is on the selection of the correct tool for the job, proper use and maintenance, and safe storage.

Both "Award to the Wise" and "Helping Hands" were produced as a part of the Zurich Safety Zone program, a correlated monthly program of safety and health education. The program is used not only by insured but also for promotional purposes, by agents of the Zurich-American companies.

## Surety Assn. Conducts White & Camby Forum

**NEW YORK**—That there is nothing mysterious about fidelity and surety bonds was the theme of the forum on these lines held by the White & Camby agency here. Speakers were Martin W. Lewis, manager; and Peter A. Zimmerman, Philip T. Morehouse, and Elmer C. Anderson, assistant secretaries of the Surety Assn. of America.

Mr. Lewis pointed out that the mystery which often surrounds bonds can be dispelled by a simple explanation of each—how they differ from each other and how they differ from insurance.

Material from "Surety Rate Making" by Dr. Jules Backman, New York University, were projected on slides by Mr. Anderson.

## NLRB Opens Probe

**ST. LOUIS**—National labor relations board here is reported to have opened an investigation into charges of unfair labor practices against Transit Casualty, that were leveled by four adjusters who alleged they were discharged April 20 because of union activity. Harry L. Martin, vice-president in charge of claims, denied that the men had been discharged for union activity or membership. Those filing the charges are Frank Morton, international representative of A. F. L. Office Employes Union, 13, in behalf of the four men, Ralph W. Hughes, D. C. Miller, V. O. McWhorter and Harvey W. Rahmoeller.

## A. & H. Probe Bill in Ill.

Representative Alan Best, Republican, Chicago, introduced a bill in the Illinois legislature to appropriate \$15,000 to pay expenses of a 15-man commission of 10 legislators and five citizens to investigate A. & H. insurance in Illinois. Premium rates, types of policies issued, payment of claims, and other matters would come under the probe.

## Joint Tourney at Seattle

The joint golf tourney and banquet of Casualty Assn. of Washington and Surety Underwriters Assn. of Seattle will be held at Inglewood Country Club May 30.

A banquet will follow, with William Shiel, Travelers, president of the Casualty association, serving as toastmaster. John Hodson, American Surety, president of the Surety association, is general chairman.

## McClaskey Retires from N. Y. Post

**NEW YORK**—Robert W. McClaskey has retired as general manager of casualty, fidelity and surety lines, at the 55 John street branch of Travelers here.

Mr. McClaskey became associated with Travelers in 1919. He has served in Indianapolis, as manager at Louisville, as assistant manager at Philadelphia and as manager of indemnity lines at 55 John street for 10 years prior to his appointment as general manager in 1940.

He went to Travelers after successful business and selling experience in several parts of the country. He was a member of the Indiana state bar and served in the legislature of that state.

## Seek Assigned Risk Plan for Ill. Dram Shop Cover

Senators Saltiel and Ryan have introduced a measure requiring insurance companies that are licensed to write liability insurance, to accept liability under Illinois' peculiar dram shop law on an assigned risk basis, commencing Jan. 1, 1950. Presently Lloyds is by far the largest factor in this field. St. Paul-Mercury Indemnity which provided a substantial market, has withdrawn and there are only three or four other companies that are writing the line.

The bill has reached passage stage in the senate to modify the dram shop law so as to limit liability to the saloon-keeper, only if he knowingly, in whole or in part, contributes to the drunkenness of the person who subsequently causes the injury.

Senator Wimbish, the Negro leader, introduced a bill directed at both companies and agents which set up penalties for discrimination on account of race, creed, color, national origin or ancestry.

Senator Larson has introduced the bill desired by Insurance Brokers Assn. of Illinois, commonly known as the anti-coercion bill. This provides that no mortgagee or lending agency shall require that a borrower shall be directed to negotiate for insurance with a particular agent or broker.

## Oklahoma Rate Regulatory Bills Make Progress

The fire and casualty rate regulatory bills have been reported favorably in the Oklahoma legislature. The fire bill is modeled very closely on the all-industry pattern; the casualty bill is akin to the District of Columbia program. There is no waiting period before casualty rates shall be effective except that prior approval is required on workmen's compensation rates. In Oklahoma workmen's compensation and one or two other casualty lines have been regulated in the past.

## Insurance Bills in Tenn.

Advisory organizations to casualty companies have been brought by the legislature under the Tennessee rate regulatory act.

An amendment to the licensing law provides that after January, 1950, an agent's license will be handled on a permanent basis. Licenses will be obtained in the usual manner without change in qualification requirements and can be revoked for cause.

## Kelly on Reinsurance Claims

**NEW YORK**—Surety Claim Men's Forum here heard Francis H. Kelly, secretary of Excess Ins. Co., give "The Observations of a Reinsurer." Mr. Kelly reviewed the history of reinsurance and then outlined the procedures essential to the handling of claim matters in which a reinsurer is interested. At the May 12 meeting, George Leacher, American Surety, will be in charge of the program.

## FTC Calls Second Hearing on Mail Order Industry

Issuing revised trade practice rules proposed for the mail order insurance industry, the Federal Trade Commission has called its second public hearing on the trade practice conference for May 25, in Washington. Commissioner Davis will preside and Henry Miller, trade practice conference division, and other FTC officials will participate.

The notice of hearing defines the mail order industry as "all persons, firms, corporations and organizations engaged in the sale and offering for sale of any kind of insurance outside the state of their domicile, through the mail or other interstate communications or facilities and without the employment in connection therewith of any agent licensed in the state where the sale of insurance is promoted or in which delivery of the policy to the insured is to be made."

Industry members and others interested are invited to present to FTC their views concerning the rules, including pertinent information, suggestions or objections. Written statements, briefs, etc., may be filed up to May 25.

### Port of the Rules

The commission said sales of insurance through licensed agents and sales within the home state of the insurer are not within the purview of the rules.

It said "some of the more important rules" released with the notice of hearing relate to disclosure of unusual limitations, restrictions, and conditions contained in policies, and disclosure of possible assessment against policyholders. Also included are "many important provisions inhibiting specific kinds of misrepresentative and deceptive practices as to the nature and extent of coverage of policies and the protection actually afforded, etc."

The rules are concerned with unfair or deceptive trade practices coming within FTC jurisdiction under the FTC act, subject to provisions of public law 15. The rules apply to any kind of insurance sold under circumstances above indicated.

### Revise Association Code

Commission people say they have tried to clarify and simplify the rules code submitted by the Insurance Advertisers Assn. that were subject of hearing in Chicago some time ago. Incidentally, those rules are tightened considerably.

Important changes in that code include revision of the definition of "advertisement" and new rules concerning contingent liability of insured, failure to pay just claims, and deceptive "salesman wanted" ads.

The revised rules cover seven closely printed pages including 24 rules. Besides those above mentioned, they relate to general deception; misleading names or titles of policies, deceptive concealment of exceptions, limitations and reductions in policies; non-medical policies; maximum and minimum benefits for the same loss; misuse of the word "all" as applied to benefits; benefits losses, and causes of loss not applicable to all ages; sickness covered by health policies; misuse of synonymous names for the same sickness or physical condition; medical attention or confinement under health or accident policies; time lapse or lag in policy; misrepresenting amount of benefits, paid under policies issued; deceptive use or imitation of name or trademarks of competitors; misrepresenting savings effected by selling methods; claim of federal or state agency approval; advertising misrepresentation improper, even though policy be available for inspection by prospect; defamation of competitors; deceptive testimonials; financial stability of insurer; misrepresentation of policy or company as covering special provisions or as being confined to special groups; aiding or abetting use of unfair trade practices.

## Need to Cut Handling Cost of Comprehensive: Spottke

To find ways and means of simplifying and making less expensive the premium operations under comprehensive policies is a duty the business owes to itself and buyers, Albert E. Spottke, vice-president of Massachusetts Bonding at New York, said in his talk at the Kansas City Casualty & Surety Sales Congress.

Insurance bought on specific hazards usually reflects real need for the protection so that selection is invariably against the company, Mr. Spottke said. The major share of the casualty business has been written on exactly this approach, in spite of strides made in the use of the comprehensive forms. Rates for the individual coverages reflect this adverse selection.

### Not on Most Attractive Basis

The business is not putting comprehensive insurance on the most attractive basis for buyers and offering it under the most advantageous conditions as to producer and company when it continues to rate comprehensive forms in the same manner as the older specific hazard forms, he suggested. This is true at least for coverages which have not attracted a spread of exposure in the past.

There is enough ingenuity in the business to develop rates or a foundation for applying rates which will make premium charges under the varying circumstances of hazard for product liability and property damage exposures attractive enough so that coverage for them will become a part of the comprehensive policy. This will add materially to the completeness of that protection.

Is it unfair discrimination to rate comprehensively differently in some respects from the specific hazards forms, he wondered. Discrimination is a subtle issue but one that can be slanted largely to accommodate the desired objective. It can be argued that the business is discriminating unfairly against the comprehensive buyer who is purchasing his insurance in the form of a complete package if he is rated exactly as is the buyer who selects only hazards or perils for which he knows he has the greatest need.

### Could Have Another Classification

It becomes a question of how broad an average the business is ready to work with in evaluating the cost of the coverage, Mr. Spottke thinks. Is the business determined to have only one classification, the one established on the basis of the experience insured under a system of selecting specific hazards to be insured, or is it ready to accept the propriety of more than one classification?

He envisions a classification consisting of all buyers of comprehensive insurance on a certain line of activity whose average loss potential for coverage on a comprehensive basis will be considerably different from that of buyers in the same line of activity who select specific hazards for which they feel a real need of insurance.

Another aspect of the rating problem similar in nature to that facing the business on product and property damage liability has to do with coverage for the so-called fringe or exceptional exposures. Where coverage for one or more such exposures is to be afforded by specific selection, since the underwriter is certain coverage will be selected only if there is definite need for it, the business could, Mr. Spottke believes, charge a higher rate. This charge could be made on a different basis from the procedure where all of the residual exposure—everything which may be left after taking care of the major elements of liability exposure such as premises, operations, elevators, independent contractors, etc.—is insured on a catch all

basis under a comprehensive liability policy.

Many of the complications in determining final premium for a comprehensive policy and a considerable part of the expense of this effort can be charged not to the coverage for the major hazards but to discovering and

rating the fringe exposures, he said—those that are unexpected or unusual or may have occurred sporadically during the policy period. It would be interesting to know how much money is expended in efforts to ascertain if these exposures did in fact exist under the policy and how much premium they produced. Mr. Spottke thinks the aggregate expense outweighs the total income on these items and that it would be much more satisfactory to develop ways and means of producing a variation in premium according to the business of a risk that would pay for this

residual exposure without the need of the auditor becoming an amateur detective to ferret out some exposures.

### Business Increasingly Complicated

The business is becoming increasingly complicated with rating plans and rating procedures. It should face realistically the job of eliminating at every opportunity practices and habits which may have been acceptable in the past but are no longer paying for themselves because the cost is more than what they return when there are other and more

(CONTINUED ON PAGE 27)

**This man can't stop dishonesty  
BUT he can stop  
dishonesty Losses!**

He can do it because he is a trained Insurance Agent who knows how to build a bonding program that protects your company from having to make up heavy losses because of embezzlement or any other form of employee dishonesty. The current high rate of such losses makes it imperative that you bring your

bonding program up-to-date now! There is a USF&G Agent in your community who will be glad to analyze your bonding problems and your bonding needs . . . who will show you how to obtain maximum protection with a minimum of premium outlay. There is no obligation. Consult him today!

"Consult your Insurance Agent or Broker



as you would your Doctor or Lawyer"

# U.S.F.&G.

United States Fidelity & Guaranty Co., Baltimore 3, Md.

Fidelity & Guaranty Insurance Corp., Baltimore 3, Md.

Fidelity Insurance Co. of Canada, Toronto

# ACCIDENT AND HEALTH

## Kentucky Names Mail Order Insurers in News Releases

The Kentucky department has started the practice of sending news releases to newspapers throughout the state naming insurers that are soliciting business through the mails in Kentucky without a license. This is coupled with a statement by Commissioner Thurman that buyers of such policies must realize they cannot expect to get any help from the insurance department in settling difficulties or claims that they may have with these companies because the department has no jurisdiction over unlicensed mail-order insurers.

Mr. Thurman's first newspaper release named First National Indemnity of Omaha and his second release mentioned Old American and National Protective of Kansas City, American Family Life of San Antonio, Commercial Travelers Mutual Accident of Utica and Guarantee Reserve Life of Hammond, Ind.

The "News Journal" of Campbellsville ran an editorial commanding the department for this "wide awake step". This publication editorializes that there

## Union Mutual Revises Its Non-Can A. & H. Policies

Union Mutual Life has revised its non-cancellable A. & H. policies, effective May 1. A basic two year A. & H. policy has been added. It is guaranteed renewable to age 65, pays partial disability for accident, has a non-disabling injury feature, a waiver of premium clause, is contestable after two years, has a six months recurrent disability clause, a 31-day grace period, and provides for a 10% increase in indemnities if premiums are paid annually and a 5% increase if they are paid semi-annually. Maximum benefits are \$250 monthly.

Among new changes, the company will consider foreign travel permits, waiver of premium clause has been liberalized, long term sickness benefits have been extended to 10 years and on the 10-year form, the recurrent dis-

is no reason out of state mail-order companies should be allowed to do business in Kentucky without being subject to the licensing control

ability clause has been changed to six months. Accidental death indemnity will be written in conjunction with the two and 10 year forms. Accidental death benefits have been increased from \$5,000 to \$10,000 in the higher classifications. Extension of accident benefits to five years will be permitted in classification A4 for both the short and intermediate term forms. Retention limits have not been changed.

## More Speakers Listed for Conference Annual Meeting

Several additional speakers have been announced for the annual meeting of H. & A. Underwriters Conference at the Edgewater Beach Hotel, Chicago, May 16-18.

Burton K. Wheeler, former U. S. Senator from Montana, will speak Wednesday morning, May 18. He is now practicing law at Washington, D. C.

John W. Sayler, vice-president in charge of sales of Business Men's Assurance Co., will speak during the agency management session Tuesday morning, May 17.

The problem of combating rising administrative costs in home office operations will be discussed by Frank S. Vanderbrouk, executive vice-president of Monarch Life.

The employer's views on compulsory health insurance will be discussed by W. G. Caples, manager of industrial relations of Inland Steel Co., the opening day. Mr. Caples before the war practiced law in Chicago and later was general attorney of Continental Casualty and a vice-president of National Casualty.

Problems which commercial traveling men's organizations face today will be discussed May 18 by Mose G. Hubbard, counsel of Commercial Travelers Mutual Accident. He has been particularly close to regulatory legislation affecting accident and health insurance.

Entertainment for the meeting includes a reception for early arrivals Sunday, May 15, and the banquet Tuesday evening. The ladies' hospitality committee has arranged a tea and smorgasbord luncheon for ladies in attendance.

## Farquhar S. F. President

R. A. Farquhar, Home Indemnity, has been elected president of Accident & Health Managers Assn. of San Francisco, succeeding Clifford Deranleau, Loyal Protective Life. Vice-president is Jay Goldstein and secretary, Thomas S. Dixon, Massachusetts Indemnity.

Speaker at the April meeting was Mrs. Muriel Tsuetkoff, director of San Francisco Better Business Bureau. The annual meeting of the state association of managers' clubs was discussed. It has tentatively been set for Oct. 28 at Los Angeles.

## B. H. Reaves to U. S. F. & G.

B. Herbert Reaves has been appointed supervisor in the agency and development department at New York for U. S. F. & G. He will work on A. & H. business under Charles A. Morlock, superintendent. Mr. Reaves has been active in the A. & H. business for 18 years and for a time was with the Loyalty group, Phoenix Indemnity, and Eagle-Globe-Royal.

## Safety Talk in Utah

At the April meeting of Utah A. & H. Club at Salt Lake City, J. F. Coombs, president of Universal Safety & Fire Equipment Co., spoke on "Accident Prevention and Costs." He reviewed progress made in accident prevention measures and in equipment used, and the resultant reduction in accident costs.

## CHANGES

### C. Harry Smith's Titles Extended to Home Indem.

C. Harry Smith has been elected vice-president and secretary of Home Indemnity.

He entered the business in 1917 with Philadelphia Underwriters Assn. and joined Fire Association in 1919. He was affiliated with America Fore before joining Home in 1935, as associate manager of the Philadelphia and suburban departments. In 1938 he became secretary of Franklin Fire and in 1940 he was elected vice-president and secretary of Franklin Fire and last year was made vice-president and secretary of Home in which capacity he now also serves.

## Hall V.-P. and Secretary

Charles H. Hall, secretary of American Surety since 1937, has been elected a vice-president as well.

Mr. Hall was born at Mimico, Ont., and was graduated from Victoria College, University of Toronto, in 1926. He is a son of the late W. H. Hall, formerly vice-president of Canadian Surety, an affiliate of American Surety.

## Motorists Mutual Promotes

Motorists Mutual of Columbus has promoted Joseph R. Gardner of Cincinnati from treasurer to first vice-

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THE *Western Way*

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president to succeed the late A. E. Mittenendorf. Sara Hamilton, assistant treasurer, was named treasurer. Divisional vice-presidents elected were Clyde Benoy, accounting; Byron W. Snyder, sales and Charles W. Margraff, research. J. Arthur Ferris of Youngstown was named to the board to succeed Mr. Mittenendorf.

### Opens L. I. Unit

American Mutual Liability has opened its New York suburban district office at 7409 37th avenue, Jackson Heights, L. I. It was formerly housed at 1 Park avenue, New York.

K. J. Sharkey is manager.

John A. Corey, former Springfield, Mass., branch sales manager of American Mutual, has been appointed New England division workmen's compensation manager at Boston. Addison P. Dingwall, Memphis branch sales manager, has transferred to the Springfield position.

### Opens Boise Office

Hartford Accident has opened a new service office in the First National Bank Building at Boise, Ida., in charge of Richard G. Wright. He has been a field man for the company for many years. He will handle all casualty and surety underwriting and claims matters. In the past the southern Idaho territory has been handled from Salt Lake City.

Mr. Wright's father operated a local agency at Lewiston, Mont. He graduated at University of Michigan and George Washington university law school. He went with Hartford Accident in 1924, traveling Montana until 1946. Part of the time he was engaged also in handling claims. Since 1946 he has been doing production work at San Francisco.

### Am. Casualty Names Two

Charles S. Hornor, Jr., has been appointed resident manager at Charleston, W. Va., for American Casualty. For 12 years he was with the Lyle B. Hornor agency at Clarksburg, W. Va.

John J. Kelley has been named special agent for Maine, New Hampshire and Vermont with headquarters at Boston. Most recently he has been with American Fidelity. He was at one time with Employers Liability. He attended Northeastern University.

## SURETY

### Forgery Prevention Item Distributed to Banks

National Surety is distributing to its banking clients as part of the company's educational loss prevention program a pamphlet entitled "Stop Check Forgers Now." The pamphlet contains recommended procedures to use in cashing checks and drafts. The material is prepared by the National Retail Dry Goods Assn. and was rewritten and modified by the merchants division of the Topeka chamber of commerce.

National Surety takes occasion in the pamphlet to point out that forgery is America's fastest growing crime and now stands among the first three types of crimes which cause property loss.

### N. J. Surety Men Meet May 5

Surety Underwriters Assn. of New Jersey will hold a luncheon meeting at Newark May 5 with Walter R. Darby, chairman of the local government board, as speaker.

### Kent Bond \$8½ Million

LOS ANGELES — An executor's bond in the sum of \$8,500,000 on the estate of the late Atwater Kent was filed in superior court here by Travelers Indemnity, originator of the bond, with Hartford Accident, Aetna Casualty and U. S. F. & G. as co-sureties. This is the

largest bond of its kind filed in the Los Angeles courts for a number of years.

### Farm Bureau Parley

More than 2,000 policyholders and representatives of the three Ohio Farm Bureau companies met at Columbus, Ohio, for the annual convention. The various officers and directors were re-elected.

The Farm Bureau companies have instituted a program of skilled driving training courses among the 2,000 employees at the home office.

In cooperation with Columbus Automobile Club, the personnel department conducts six two-hour periods in theory of skilled driving and 20 hours of driving training, five of which are spent in actual driving practice.

Cost of the course, which would normally be \$30, is only \$6.50 to those who complete the training successfully, with company paying the rest. A certificate is awarded to those persons at the end of the training period.

A. L. Brown, director of employees' activities, is in charge of the program.

H. C. Willard, co-manager at Chi-

cago for London & Lancashire Indemnity, has been enjoying a vacation trip by motor to Florida.

### Compulsory Auto Cover Bill Put Off in N. H.

Senate bill 55 in the New Hampshire legislature, which proposed compulsory insurance by requiring the driver to secure evidence of protection before being granted a license to drive, has been referred to the legislative study committee. This means it is not likely to come up at least until two years from now.

# EUROPEAN GENERAL REINSURANCE COMPANY *of London, England* LTD.

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E. BRANDLI, Asst. U.S. MANAGER



CASUALTY  
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REINSURANCE

## Move to Make Pa. Auto Law Effective Feb. 1, 1950

HARRISBURG — A legislative attempt to prevent another delay in putting a more stringent automobile responsibility law into effect in Pennsylvania has been approved by the senate and is now pending in the house.

A mild post-judgment law is currently in effect and the department of revenue—with legislative approval—has been postponing for four years the adoption of the new uniform type of law.

The new proposal precludes another postponement by stipulating that the statute go into effect Feb. 1, 1950. There is no regular session of the assembly scheduled to meet before that date to authorize another delay.

Gov. Duff has signed the bill making municipalities liable for the payment of compensation to volunteer firemen who are not on payrolls under which they would receive compensation for injuries sustained in the course of fighting a fire.

A bill to permit the commissioner to refuse to renew the license of agents, brokers and excess brokers for cause which would have disqualified the initial issuance of such licenses has been passed by the senate.

The senate also passed bills to extend

group medical service plans to include dental services.

Legislation to include osteopathic services in medical group insurance has been signed by Gov. Duff.

House-approved legislation increasing compensation payments by 20% has been amended by the senate to base payments on a 5½-day week at prevailing wage rates instead of actual earned income. The revision is expected to throw the proposal into a conference committee.

A companion bill boosting O.D. compensation by 20% has been passed by the senate and sent to the governor.

Gov. Duff has signed a bill authorizing school boards to appropriate monies for accident insurance for participants in school athletics.

William B. Haynes, who retired as resident vice-president at Newark for New Amsterdam Casualty at the beginning of the year, was honored at a dinner held by Casualty Underwriters Assn. of New Jersey. He had been with the company at Newark for 25 years and spent 42 years in the business. He was presented an inscribed copy of the resolution passed in his honor. William Sadler, Century Indemnity, president of the association, presided.

## Harrington to Address Casualty & Surety Agents

Commissioner Harrington of Massachusetts will address National Assn. of Casualty & Surety Agents at its regional meeting at Colorado Springs May 9-11. He and Commissioner Kavanagh of Colorado will be the only speakers from outside the association.

## Gregory, Jones Speak

Speakers at the April meeting of A. & H. Assn. of Philadelphia were President E. F. Gregory and Executive Secretary Wesley J. A. Jones of the National association.

## New N. C. Insurance Laws

RALEIGH, N. C.—The North Carolina legislature enacted into law the bill making the state a self-insurer on public school buildings, despite vigorous opposition. It allows city and county boards of education to decide if they want to participate in the state insurance plan, and sets up a \$2 million fund to inaugurate the system.

Other laws enacted provide for holding public hearings on insurance rate filings, prohibit insurers from allowing unlicensed persons to act as agents, providing for death or disability of fire departments resulting from heart disease compensable and prohibit "unfair practices" in insurance.

The legislation that was finally passed requires the North Carolina insurance advisory board to establish rules and regulations for hearings on filings where the approval of the commissioner is required. This would obviate the necessity of holding public hearings on minor technical changes, it is believed. The bill as originally introduced, provided for public hearings on every filing or for a public representative to be on every rating bureau committee. North Carolina is a prior approval state insofar as rate regulation is concerned.

There is appropriated for the administrative costs of the state school fund \$50,000 for the first year. The fund is to have available for loss payments at the outset, the post-war reserve fund of 1943 consisting of \$2 million, plus the premium collections. It is provided that the premiums shall be collected until the state fund assets are equivalent to 5% of the total insurance in force. When the assets increase beyond that point, the premiums are to be reduced accordingly.

## Fla. Reinsurance Bill

A bill has been introduced in the Florida legislature to prohibit a licensed insurer from accepting reinsurance from an unlicensed insurer at rates less than those that are authorized in Florida.

In Kentucky just recently, Commissioner Thurman issued a regulation to this effect.

## Advance Brunet at L. A.

Albert H. Brunet has been appointed bonding manager at Los Angeles of Maryland Casualty. He has had long experience in the bonding field both as underwriter and producer. He succeeds the late Henry Ward.

## Am. Auto Ups Dividends

American Automobile has declared a quarterly dividend of 40 cents which makes an annual rate of \$1.60. Previously, the quarterly dividend has been 30 cents.

## R. I. Suit Again Postponed

The injunction suit of Rhode Island Ins. Co. against Commissioner Downey has again been postponed by the superior court at San Francisco to the latter part of May.

## Irschmann Makes Change

NEW YORK—National Surety has appointed Joseph F. Irschmann inland

marine manager. He has been with Apleton & Cox, since 1926. Since 1941 he has been executive assistant to the president, and superintendent of agencies.

C. O. Hoehn, who was in charge of inland marine, is promoted to assistant agency manager. He will organize educational activities and direct classes for special agents and service office underwriters.

## N. Y. Assigned Risk Hearing Is Postponed

The New York department has postponed its hearing on class A-3 automobile risks and the assigned risk plan from May 5 to May 13 at the request of the industry. The deadline for submitting briefs was moved up to May 5.

## Monopolistic Threat in S. C.

Monopolistic state fund workmen's compensation legislation has now been introduced in the South Carolina house. Such a measure was introduced in the senate some time ago. This is regarded as a substantial threat. A hearing before a subcommittee is expected to be held shortly.

## Bywaters at Austin

Porter Bywaters, Employers Casualty, Dallas, president of Texas Assn. of A. & H. Underwriters, spoke to the Austin association on the importance of a clear understanding of the character of the Blue Cross. He also took up the President's plan for compulsory health insurance and pointed out the dangers involved.

The Louisville office of Trinity Universal has moved to 309-10 Marion E. Taylor building.

## Named by Preferred Accident

Preferred Accident has named the Press Underwriting agency of Brooklyn as general agents for A. & H. William C. Jeffrey is manager of the life and A. & H. departments.

At a breakfast meeting of Grand Rapids public relations committee, George Stone outlined policy forms and endorsements in other states in connection with depreciation insurance and there was a discussion from the floor.

## Wins Award

Alfonso Johnson, manager of Dallas Insurance Agents Assn. and correspondent for insurance journals, May 6 will receive the University of Missouri honor award for distinguished service in journalism. The citation says the medal is being awarded "not so much for the work of the last year or two as on the basis of the entire record." Mr. Johnson has been manager of the Dallas association since 1930 and his newspaper and advertising activities have, therefore, been somewhat incidental and part of his duties as a trade association secretary.

In the first war he was a foreign correspondent in Japan where he became business manager of the Japan Advertiser and later was appointed U. S. trade commissioner of Japan. He returned to University of Missouri to become the first full time manager of the school of journalism's laboratory product, the "Missourian." In 1924 he became business editor of the Dallas "News" where he remained until he went with the fire and casualty agents of Dallas. He received his journalism degree from Missouri in 1922.



Alfonso Johnson

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**SECURITY FIRE INS. CO.**

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## Mich. Fair Trade Compromise Sought

LANSING—Efforts are reportedly afoot to compromise differences over the department-backed fair trade practices bill (House 471) which was reported favorably by the Michigan house insurance committee.

The measure, which represents a variation of the all-industry bill, is strongly supported by Michigan carriers, but has been opposed by out-of-state interests because of its divergence from the uniform law.

Chief unique provisions are that the commissioner shall notify any person or company suspected of unfair practices and accord a private hearing on the complaint; that the party accused of a violation of fair trade practices may ask for a conference to determine whether the practice complained of is common in the industry.

### Griggs Opposes Measure

At a hearing before the House insurance committee Tuesday evening E. M. Griggs, National Board of Fire Underwriters, spoke in opposition to the features in the bill which make it diverge from the uniform measure. He contended that passage of the measure in its present form would invite federal regulation because it might lead to similar divergencies in other states. Those views were echoed in part by Eldon Wallingsford, Life Insurance Assn. of America, and Norman Reynolds, Lansing attorney representing the same organization.

Mr. Griggs said the bill would endow the commissioner with the power to "make rules having the effect of law" but he would be bound in making such rules by the recommendations offered at the trade conferences called to consider complaints of unfair practices. Mr. Wallingsford said that if Michigan and other states determined separately what constituted unfair trade practices the industry operating on an interstate basis would find it simpler to operate under the federal trade commission.

### Searl in Plea for Bill

William C. Searl, Auto-Owners, made a strong plea for the bill in its present form, saying that the uniform bill was framed entirely by outside companies, the same ones, he said, whose practices brought about the threat of federal regulation. He said his company was not invited to help frame any of the all-industry bills and he did not believe Michigan companies cared to have the form of regulation in this state dictated by outsiders. Earl Hotchin, Michigan Millers Mutual Fire, Lansing, and Ed Rockwell, Detroit Automobile Inter-Insurance Exchange, also strongly favored the bill, the latter declaring that Michigan does not want the product of "Wall street lawyers shoved down our throats."

Waldo O. Hildebrand, Michigan Assn. of Insurance Agents, said his membership favors the bill in its present form.

L. J. Carey, Michigan Mutual Liability, Detroit, said he was relatively neutral as to the form of the bill but wished to stress to the committee the need for passing an acceptable act to safeguard state regulation.

## DEATHS

**Harry N. Leonard**, 65, for 15 years superintendent of bonding in the southern California office of Glens Falls Indemnity, died from a heart attack. He had been in the insurance business more than 25 years. He started with U. S. F. & G. at Salt Lake City, and later was with New York Casualty and with the old Union Indemnity at its home office.

**John E. Saunders**, 80, for 41 years an inspector for New Amsterdam Casualty at New York died at a Hempstead, L. I. nursing home where he had been a patient for several weeks.

## Ohio Local Boards Hold Session

About 40 representatives of Ohio local and county boards attended the conference at Granville, O., last week, with Harold Bowen, Norwalk, vice-president Ohio Assn. of Insurance Agents, in the chair. Karl Gluck, Youngstown, president Ohio association, reported on the National Assn. of Insurance Agents meetings at French Lick and San Francisco and T. M. Gray, Columbus, secretary, reported on legislative developments. Past President Herbert Boynton, Toledo, was toastmaster at the dinner.

Speakers at the session included Carl Burns, Dayton, on planning programs for board meetings; George Wenger, Lima, on interesting young men in local boards; H. C. Burrell, Delaware, on county-wide public relations activities, and Arthur M. O'Connell, Cincinnati, on the threat of state automobile compensation funds and the importance of legislative developments to insurance men. He went into the history of the Ohio monopolistic workmen's compensation fund, which was passed in 1911 and strengthened by the constitutional convention of 1912, in detail, pointing out how the insurance business, through fumbling the ball, lost thousands of dollars in employers liability premiums and potential millions in compensation premiums and warned that the same could happen in the automobile field. A recording of the recent radio debate between Mr. O'Connell and R. S. Marx, former Cincinnati judge, on the proposed automobile compensation fund, was played. Dwight Rutherford, Athens, told how his board recently solved the problem of a serious automobile collision rate increase.

### Bowling League Dinner in New York May 12

The annual dinner of Insurance Bowling League of New York is being held May 12 at Downtown Athletic Club. George H. Baird of the re-insurance firm of Pritchard & Baird is chairman of the committee on arrangements. The George N. Gavey trophy will be awarded to the first place team, together with a cup given to the winning team by the league itself. Second place team will get a trophy that was donated by Jack Seide, president of Babaco Alarm Systems.

The final bowling night is Friday of this week and at this point Aetna Fire is in first place with Fireman's Fund Marine a close second. The teams that have a problematical chance for second place are Aetna Life, Yorkshire and Pearl.

### Ask N. C. Rate Probe

RALEIGH, N. C.—The North Carolina legislature adopted resolutions directing the commission to investigate the fire rate on tobacco storage barns, and to particularly look into the "discrepancy" in rates fixed by N. C. Fire Insurance Rating Bureau which allegedly has fixed a rate of \$1.10 on certain barns and a rate of \$3.90 on such barns used for storage tobacco.

The measure was passed over the opposition of Rep. Lassiter, who said it was "just a slap in the face" to Commissioner Hodges by implying that "he's being lazy and not doing his job." "You're telling him that unless he can show the rate shouldn't be lowered, he's got to cut it," Lassiter said.

Mr. Hodges in general had a bad time with the legislature.

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\* Here's how the total figure is arrived at:

RECREATIONAL FACILITIES	\$ 2 BILLION
PUBLIC-SERVICE PLANTS	\$ 2½ BILLION
PUBLIC BUILDINGS	\$ 3½ BILLION
AIRPORTS	\$ 3½ BILLION
HOSPITALS	\$ 8½ BILLION
SEWERS AND WATERWORKS	\$ 9½ BILLION
SCHOOLS	\$ 10½ BILLION
HIGHWAYS	\$ 60 BILLION

NOTE: Federal Projects not included.

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By pre-establishing their credit with us you bring them the double advantage of attractive rates and prompt issuance of the bonds when they need them.

If you are interested in increasing your Contract Bond premiums—with related coverages, Contractors' Liability and Property Damage, Workmen's Compensation, Automobile, Dishonesty, Burglary and Hold-up—get in touch with us now!

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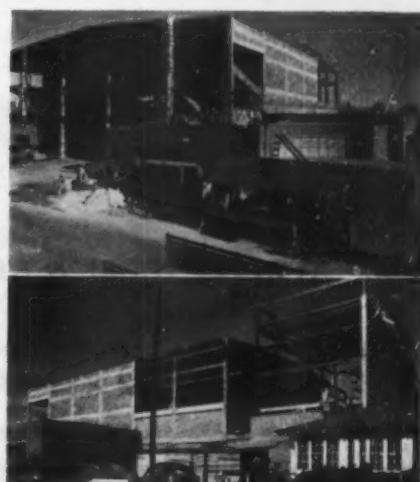
HOME OFFICE,  
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Fast, friendly coast-to-coast claim service

### Congratulations

to Oliver Joe Bailey, of Oliver Joe Bailey - Morgan, Inc., Orlando, Florida, for his alertness in prequalifying the contractor and then writing the contract bond for the beautiful new Peabody Auditorium — now being erected by the City of Daytona Beach, Florida.

Congratulations, too, to the contractor, J. L. Ewell, Lakeland, Florida—and to the architects, MacDonough & Craig, and Francis R. Walton, Daytona Beach.



## N. J. AGENTS HOLD MID-YEAR RALLY

(CONTINUED FROM PAGE 15)

working with the Unemployment Compensation Commission of New Jersey, and he urged agents to provide the committee with any suggestions and problems they may have.

What is being done on long haul trucking insurance, one agent asked. Herbert Brooks of Newark, asserted that progress is being made. Another questioned him about the 18-25 year old drivers. Cold figures show fewer accidents are caused by over-age drivers and the accidents are a great deal less severe than those caused by young drivers, he replied. The quicker reflexes of the young are more than offset by their lack of judgment. If and when automobile liability rates are revised, he predicted that there will be heavier loadings on younger drivers. He suggested

that new plans are in the offing and that the rate for the A-3 class would approximate the present B rate.

Mr. Brooks was applauded on announcement he had a new baby at his house.

A capable summary of the San Francisco meeting of the National association was presented by Charles Frankenbach, Westfield, state national director. The choice of Charles P. Butler as executive-president is very fortunate, he believes.

Whether the National association should have authority to negotiate on commissions is a big issue which calls for careful consideration. One thing such authority would do, he pointed out, would be in connection with commission reductions, on plate glass for example.

New York agents conferred in that state with the companies on the plate glass commission change, they objected, and they haven't had the commission cut other states got. N.A.I.A. conference on the subject might have avoided such a reduction.

### Headquarters Allocation

New Jersey is not interested in increasing its N.A.I.A. allocation over the 1948-49 figure, believing that any reduction at headquarters should be reflected in the New Jersey cost. Several states are dissatisfied with their quota, but New Jersey doesn't intend to get some of the allocation shifted to it, he declared.

The report on the eastern territorial conference was given by H. Earl Munz, Paterson, chairman of the executive committee.

Russell E. Stevens, Newark, chairman of the educational committee, paid tribute to George Martin of New York Underwriters, who is in charge of the fire and allied lines section of the course being sponsored by the association; to Richard Gimber and Paul Parris of Fidelity & Deposit, who handle the casualty and surety section; to Edmund M. Neary, American, and Thomas McCormick, Maryland Casualty for their contributions. The course has been highly successful. This year local agents participate in the net profits of the courses sponsored by them in their own territories.

### President Madara Reports

President J. Clarence Madara, Camden, reported a record membership of 1,214. The co-chairmen of the membership committee, Peter Wilhelm, Bergen county, and Frank Anderson, Camden county, have a May-June drive for new members planned.

Mr. Madara commented on, and agents of the state seem to be well pleased with, the success of the permanent office of executive secretary. Charles Unger, capably assisted by Barbara Hurd, has made the office a success. It does a formidable amount of work on legislation, membership, education, etc., and does it in a way that maintains a very high class public relations. Mr. Unger in reporting for the treasurer noted that there have been a number of dues increases because agencies have moved up a bracket or two in the schedule.

### West and Gallagher

Oscar West, manager of the N.A.I.A. Washington office, gave a forceful picture of the situation there, and Eugene F. Gallagher, manager special services department of the Standard of Detroit group, wove into a highly entertaining talk some thoughtful comments on the commission problem. He suggested that on interstate business, where there is a strong demand by supervisory authorities for a debit-credit rating scheme, the principle involved is more important than the business on this particular line. If debits and credits are used on stocks, why not on buildings, why not on large individual insured such as utilities, etc.?

Commissioner Gough and Anne Ritchie, Paterson, president Insurance Women of New Jersey, took bows.

Because of the lateness of the hour, O. Roy Carlson, assistant secretary of the American group, was unable to present his discussion of the bank-agent auto plan, but will appear on a later program.

### Headquarters Are Maintained

Arthur D. Reeve, Jr., president of the Essex county association, made a welcoming talk.

Headquarters were maintained by the Meserole group, Jersey, Pacific Fire, Bankers & Shippers, with Frank J. Rieder, agency superintendent; John Luehs, state agent, and George Walthour, special agent, doing the honors.

John Cosgrove and Harold Taylor of the public relations department and Sam H. Reiter, state agent, were hosts at American headquarters.

Standard of Detroit entertained its friends.

## Complete A. & H. Results for 1948 in Kansas

Premiums of \$5,160,452 for life companies writing accident and health business in Kansas raise the total 1948 premiums in that state to \$37,726,726, while losses are increased by \$2,442,551 to a total of \$15,416,799.

The business of American Credit Indemnity in Kansas also has been reported. That company had premiums of \$18,953 and losses of \$375.

A. & H. business by companies supplementing the table shown in the April 21 issues is shown below:

Aetna Life	\$ 370,026	\$ 182,651
Am. Hosp. & Life	7,764	11,318
Atlanta Life	25,898	8,908
Atlas Life	34,646	12,402
Bankers Life & Cas.	1,749	1,098
Bankers Life, In.	9,771	5,473
Ben. Assn. Ry. Empl.	250,521	152,958
B. M. A.	850,587	441,394
Columbian Nat'l Life	26,762	8,981
Columbus Mutual	472	268
Conn. Gen. Life	152,365	114,904
Continental Assur.	20,988	43,534
Credit Life	107,848	18,962
Equitable Society	456,284	291,977
Farmers Life, Ia.	398	...
Federal Life & Cas.	22,080	6,755
Federal Life, Ill.	16,794	12,245
Franklin Life	6,764	319
Gen. Amer. Life	61,326	44,793
Great Amer. Re.	9,122	1,802
Great Northern Life	26,827	8,071
Great-West Life	299	...
Ill. Bankers Life	69,702	22,187
John Hancock	105,518	62,009
Lincoln Nat'l Life	5,181	3,773
Loyal Prot. Life	4,660	1,020
Mass. Mutual Life	11,826	1,189
Metropolitan Life	65,213	28,063
Midwest Life	5,725	689
Missouri Ins.	133,174	28,188
Monarch Life	72,392	29,672
Natl. Fidelity Life	41,719	15,219
Natl. Industrial	10,556	4,687
National L. & A.	280,799	110,932
North Amer. Acc.	123,625	46,943
North Amer. Life	7,431	775
Northern Life	2,153	231
Occidental Life	45,228	25,931
Old Repub. Credit	929	...
Order Ry. Empl.	56,963	25,418
Pacific Mut. Life	204,711	83,982
Paul Revere Life	120,784	48,841
Peerless L. & A.	68,452	19,010
Postal Life & Cas.	42,701	24,135
Provident L. & A.	153,180	86,164
Prudential	134,760	110,413
Pyramid Life	13,221	3,745
Reliable Life	5,588	2,172
Security L. & A.	57,443	26,566
Union Mutual Life	127,004	3,387
United Benefit Life	253,204	87,395
United, Ill.	143,374	60,607
Washington Nat'l.	243,986	80,078
Woodmen Central	31,815	16,427
World	50,557	9,497

### Salvage Corps Elects

ST. LOUIS—John J. O'Toole, secretary of F. D. Hirschberg & Co., and president of Missouri Assn. of Insurance Agents, has been elected president of Underwriters Salvage Corps.

### Appleton & Cox Parley

A convention of the midwestern department of Appleton & Cox will be held at the Stevens Hotel, Chicago, May 4-5.

Among the home office executives who will address the meetings are D. Farley Cox, Jr., president; Oken E. Barker, executive vice-president; William R. McBean and Frederick A. Keller, vice-presidents, and John V. Addy, field supervisor.

### Hike Tenn. W. C. Benefits

NASHVILLE—Maximum workmen's compensation benefits have been increased in Tennessee from \$20 to \$25, with a minimum of \$10. The 60% of average weekly pay basis has been retained. Maximum compensation for total disability is raised from \$6,500 to \$7,500.

### D. M. Holman Retires

Dudley M. Holman, president of United States Mutual Life of Quincy, Mass., since 1933, has resigned and is succeeded as president by Edward V. Hickey, formerly with Travelers at Boston. John T. Riley has been elected secretary.

Mr. Holman has retired to his home at Thomaston, Me.

Think!

## BROKERS ASSOCIATIONS (STATE OR LOCAL) AGENTS

Have you insured your liability  
for the errors and omissions of  
YOUR employees?

## NEWHOUSE AND HAWLEY, INC. UNDERWRITERS

116 JOHN ST.  
CORTLAND 7-0729  
NEW YORK

135 SO. LA SALLE  
STATE 2-1285  
CHICAGO

Payroll & Other Casualty Audits  
& Inspections.

Audits of Burglary & Bond losses.

Audits for reinsurance companies  
of payrolls, claims, etc.

Inland Marine Audits & Inspections.

Audits of Cargo Motor Lines to  
determine financial responsibility  
ity and outstanding claims.

ATWELL, VOGEL & STERLING, INC.

60 John Street, New York—WHitehall 4-3477

A-1855 Insurance Exchange, Chicago—9 Clinton St., Newark—

369 Pine St., San Francisco

18 other offices providing nationwide service.

## Casualty Net Premiums and Paid Losses in 1948 in WISCONSIN

or life com-  
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the total 1948  
\$37,726,726,  
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Credit In-  
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26 \$ 182,651  
54 11,318  
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	Total Prem. and Losses	Auto. Liab. Prem. and Losses	Other Liab. Prem. and Losses	Work. Comp. Prem. and Losses	Fidel. Prem. and Losses	Surety Prem. and Losses	Plate Glass Prem. and Losses	Burg. Theft Prem. and Losses	P. D. & Coll. Prem. and Losses		Total Prem. and Losses	Auto. Liab. Prem. and Losses	Other Liab. Prem. and Losses	Work. Comp. Prem. and Losses	Fidel. Prem. and Losses	Surety Prem. and Losses	Plate Glass Prem. and Losses	Burg. Theft Prem. and Losses	P. D. & Coll. Prem. and Losses		
Auto Life	2,413,969	...	...	...	...	...	...	...	...	...	5,794	782	...	...	...	...	...	...	...	5,598	
Auto Cas.	1,757,555	430,822	172,394	320,216	60,819	59,357	12,215	50,058	206,000	...	270,159	94,456	46,843	59,485	302	3,396	3,948	59,397	...		
Auto & Cas.	1,832,247	430,822	24,929	182,582	6,656	1,147	7,760	9,216	90,056	...	5,650,233	1,557,246	204,750	1,982,478	25,306	31,649	1,321,064	...	...		
Allstate	95,745	31,816	8,748	24,066	4,386	485	1,511	6,426	16,130	...	2,211,322	461,473	38,408	817,934	14,070	6,204	601,041	...	...		
Amer. Auto.	1,127,229	642,131	8,825	8,213	—28	—199	495	3,914	10,508	...	2,596,288	70,159	220,521	696,169	70,083	16,805	65,119	446,070	...		
Amer. Auto.	428,741	254,926	...	...	...	...	...	...	...	...	1,224,046	436,855	54,816	409,853	9,837	5,634	9,972	27,082	...		
Amer. Auto.	1,722,778	508,778	148,306	193,514	8,634	5,563	9,211	48,575	506,373	...	6,714	833	772	—	700	774	810	428	...		
Amer. Cas.	722,875	492,881	15,923	59,120	6,834	6,615	3,360	13,857	224,285	...	...	...	...	...	...	...	...	...	...		
Amer. Cas.	211,408	75,662	7,402	23,931	3,064	8,728	47,303	...	...	...	576,882	275,365	...	...	...	...	...	...	...		
Amer. Empl.	409,455	163,207	45,468	192,439	10,189	7,310	7,147	17,295	88,585	...	1,013,867	44,745	8,682	4,913	800	4,875	24,613	...	...		
Amer. Fm. Mu. Au.	1,145,142	488,773	26,604	47,354	...	...	...	...	...	...	1,224,046	436,855	54,816	409,853	9,837	5,634	9,972	27,082	...		
Amer. F. & C. Va.	180,348	102,981	84	...	...	...	...	...	...	...	6,714	833	772	—	700	774	810	428	...		
Amer. G. & L.	61,556	560	...	202	5,375	...	90	1,914	190	...	175,181	57,715	1,268	35,058	...	...	...	...	...		
Amer. Indem.	8,836	1,262	60	384	...	157	732	198	...	...	1,632,152	90,268	43,953	1,301,003	20,903	1,918	37,678	85,587	...		
Amer. Indem.	101,887	46,922	3,134	...	41	50	5,682	2,408	34,710	...	792,608	21,363	26,482	542,441	10,556	201	25,571	58,106	...		
Amer. Indem.	70,360	45,532	1,007	...	...	...	2,245	470	16,401	...	501,358	180,881	64,491	91,753	7,645	16,587	14,796	21,790	88,749	...	
Amer. Indem.	206,911	19,521	17,208	184,357	7,693	4,112	36	946	19,278	...	203,721	32,679	36,141	30,977	192	248	8,249	9,710	27,891	...	
Amer. Indem.	63,804	12,430	2,791	46,243	2,014	4	22	241	4,374	...	148,077	21,373	23,968	40,486	100	55	1,688	5,139	56,443	...	
Amer. Mut. Liab.	1,810,694	376,409	35,851	906,981	4,150	250	75	6,740	208,164	...	503,439	118,181	12,615	196,029	1,193	10	1,923	4,344	95,546	...	
Amer. Re.	812,280	145,444	3,643	341,465	—275	...	...	...	...	...	51,938	5,069	891	5,300	...	...	...	...	90,546	...	
Amer. Re.	55,259	7,769	2,246	6,779	13,031	21,698	12	809	2,055	...	971,616	213,456	202,011	64,549	34,000	11,610	40,812	124,792	...	...	
Amer. Re.	31,503	1,427	2,084	2,694	1,136	...	...	20,118	...	...	426,687	134,263	37,887	12,144	5,023	5,026	4,305	6,219	...	...	
Amer. Re.	319,783	103,049	31,837	40,255	68,019	42,282	4,053	15,442	50,317	...	414,454	81,730	6,025	14,576	11,688	4,070	40,700	...	...	...	
Amer. Re.	28,017	30,017	1,483	14,272	761	—423	2,009	1,602	30,280	...	102,147	102,147	6,802	4,063	1,548	3,269	17,834	...	...	...	
Asse. Indem.	230,797	—201	8,802	225,833	—606	...	...	18	1,065	...	59,751	...	...	89,751	...	...	...	...	...	...	
Badger State	112,123	13,252	119	93,510	...	...	...	...	...	...	125,631	...	...	18,355	...	...	...	...	...	...	
Badger State	314,451	143,803	...	...	...	...	...	...	...	...	41,116	...	...	44,915	...	...	...	...	...	...	
Badgers Indem.	96,988	44,982	...	...	...	...	...	...	...	...	5,254	...	...	...	...	...	...	...	...	...	
Bankers Indem.	200,292	107,237	9,884	36,976	8	...	2,376	4,858	48,301	...	811,544	355,799	1,995	...	...	...	...	...	...	...	
Bian. Cas.	38,131	7,195	87	13,864	...	...	608	600	15,777	...	34,602	20,182	...	...	...	...	...	...	...	...	
Bian. Cas.	497,558	...	31,574	459,014	...	...	...	...	...	...	90,970	...	...	...	...	...	...	...	...	...	
Car & Gen.	168,569	84,707	9,110	22,049	739	483	3,611	5,563	41,288	...	2,939	1,151	19,269	4,052	...	...	...	...	...	...	
Car & Gen.	70,843	37,516	...	10,293	...	...	1,614	3,304	16,805	...	2,752	1,151	19,269	4,052	...	...	...	...	...	...	
Cash. Recip. Ex.	217,078	113,256	2,814	20,435	...	...	...	...	...	...	70,323	...	...	...	...	...	...	...	...	...	
Cash. Recip. Ex.	20,410	6,410	7,557	...	...	...	...	...	...	...	10,251	...	...	...	...	...	...	...	...	...	
Cedra M. C.	290	153	—13	...	...	...	32	...	110	...	325	...	...	4,254	...	...	...	...	...	...	
Cent. Cas.	45,978	34,737	...	...	...	...	...	...	...	...	2,157	...	...	2,157	...	...	...	...	...	...	
Cent. Sur.	103,132	31,827	7,252	21,464	1,018	3,514	1,084	1,637	29,460	...	31,502	14,313	3,313	9,953	...	...	...	...	...	...	
Century Ind.	12,741	19,920	5,373	19,920	5,373	5,373	5,120	6,621	5,805	8,798	...	34,602	20,182	...	...	...	...	...	...	...	
Century Ind.	186,705	54,180	19,925	55,373	5,373	5,373	7,891	0,860	88,117	...	99,564	5,564	5,564	5,564	5,564	5,564	5,564	5,564	5,564	...	
Eagle Indem.	84,197	27,980	8,683	31,822	1,322	1,958	1,590	2,947	15,560	...	45,107	24,287	5,795	5,795	...	...	...	...	...	...	
Eagle Indem.	75,115	40,908	8,116	31,822	12,392	7,855	6,769	24,856	155,428	...	207,328	12,143	3,169	18,168	9	350	5,884	...	...	...	
Eagle Indem.	20,195	9,063	176	...	...	...	3,676	7,855	15,560	...	5,251	8,877	418	877	1,000	2,941	17,331	...	...	...	
Eagle Mut. Liab.	1,731	832	...	...	...	...	43	856	...	...	15,817	1,830	1,830	1,830	1,830	1,830	1,830	1,830	1,830	...	
Farmers Mut. Au.	4,388,893	2,384,844	48,681	...	...	...	...	...	...	...	27,548	1,539,526	...	...	...	...	...	...	...	...	
Farmers Mut. Au.	1,630,119	890,264	7,726	...	...	...	...	...	...	...	5,466	677,618	...	...	...	...	...	...	...	...	...
F. & C.	1,718,647	502,866	155,976	325,751	86,618	29,602	13,576	2,612	1,771	...	5,564	62,531	105,556	...	...	...	...	...	...	...	
F. & D.	592,009	210,149	35,020	134,911	2,695	2,980	6,551	42,531	151,47												

(CONT'D FROM PRECEDING PAGE)													
Total	Auto.	Other	Work.	Plate	Burg.	P. D.							
Prems.	Liab.	Liab.	Comp.	Fidel.	Surety	Glass	Theft	& Coll.					
and	and	and	and	and	and	and	and	and					
Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses	Losses					
Thresham's, M. C.	470,914	.....	18,527	452,387									
	209,049		1,148	207,901									
Travelers	1,244,384	51,340	42,768	321,311									
	738,269	8,506	26,017	135,223									
Travelers Ind.	2,222,528	749,331	168,531	560,288	33,192	28,005	16,675	78,024	391,582				
	783,324	272,887	35,119	227,245	1,507	7,758	8,682	19,846	173,426				
Untd. Nat. Ind.	111,170	61,740	5,560	8,727	1,400	3,260	537	1,878	27,998				
	41,104	25,944	106	1,527	52	158	115	115	13,202				
U. S. Cas.	74,443	23,521	8,027	27,863	881	305	436	1,366	11,287				
	35,675	15,685	228	10,829	73	70	236	1,372	10,287				
U. S. F. & G.	1,649,007	424,423	182,214	280,730	167,185	184,923	14,668	81,785	226,101				
	533,458	170,932	35,016	140,214	23,130	630	6,373	21,024	12,026				
U. S. Guar.	163,268	60,917	3,840	30	15,764	49,025	692	3,669	29,116				
	28,278	11,644	400	1,922	601	290	267	12,064	12,064				
Utica Mut.	994	633	1	.....	.....	.....	.....	.....	360				
	123	.....	.....	.....	.....	.....	.....	123	123				
Western Cas.	672,748	264,981	27,720	4,621	899	2,104	6,993	8,426	184,564				
	231,460	125,087	4,204	22,919	.....	.....	3,163	1,427	72,783				
West. Surety	60,926	.....	.....	14,257	45,979	.....	.....	.....	.....				
	480	.....	.....	150	.....	.....	.....	.....	.....				
Wia. Mut. P. Co.	26,988	.....	.....	.....	26,988	.....	.....	.....	.....				
	13,642	.....	.....	.....	13,642	.....	.....	.....	.....				
Yorkshire	90,437	36,980	9,269	5,766	549	7,395	3,590	5,627	21,321				
	27,190	12,040	1,472	1,857	388	2,420	1,762	7,251	2,372				
Zurich	760,370	149,761	183,277	230,943	.....	4,432	9,864	108,692	108,692				
	340,138	92,250	27,094	121,235	.....	2,540	686	49,422	49,422				

## Wisconsin Totals

	1948	1947
Total Prems.	\$110,355,200*	\$87,491,585
Total Losses	43,349,849*	39,256,598
Auto B.I. Prems.	24,377,270	20,700,147
Auto B.I. Losses	9,933,776	8,270,663
Other Liab. Prems.	4,131,308	3,782,873
Other Liab. Losses	889,654	699,107
W. C. Prems.	22,625,631	19,713,071
W. C. Losses	9,555,486	8,595,123
Fidelity Prems.	1,447,410	1,038,165
Fidelity Losses	132,406	63,379
Surety Prems.	1,342,465	1,003,874
Surety Losses	87,183	68,242
Glass Prems.	395,471	337,415
Glass Losses	206,092	202,024
Burglary Prems.	1,459,118	1,399,968
Burglary Losses	342,662	247,151
P.D.-Coll. Prems.	16,266,500	13,480,712
P.D.-Coll. Losses	6,785,682	6,156,212

\*Includes classes shown below and fire, theft, etc., of full cover auto insurers and

## WANT ADS

### ACCIDENT AND HEALTH MANAGER

For established New England Company. Must be topnotch Accident and Health Specialist, completely familiar with both group and commercial coverages. Will plan, develop, operate nationwide sales activities. Broad Sales and Underwriting experience plus managerial ability essential. Unlimited future opportunity. Please write complete personal and business resume to Box U-20, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois. Your reply will be held in strict confidence.

### AVAILABLE

Thoroughly experienced casualty underwriter and executive over 20 years in home and branch offices work desire a responsible position preferably as casualty manager or assistant to controller. Willing to go along on sound proposition. Best references can be supplied. Reply held in confidence. Address U-18, The National Underwriter, 99 John Street, Room 1103, New York 7, N. Y.

Man experienced in casualty rating. Good salary. All replies confidential. Give full details. Our employees are informed of this advertisement. Write U-19, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

### YOUNG CASUALTY UNDERWRITER

Fast growing Indiana mutual company needs young underwriter experienced in casualty. Good future for qualified man. Address U-22. The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

YOUNG CASUALTY ACCOUNTANT  
Excellent position awaits young man with as much as 5 years experience in general casualty accounting. Must be ambitious, studious and willing to train for the top position. Indiana company. Address U-27, care The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

## Other Lines

### ACCIDENT & HEALTH

	Net Prems.	Paid Losses
Aetna Cas.	\$ 1,382	\$ 569
Amer. Empl.	40,436	900
Amer. G. & L.	53,216	5,985
Amer. Re.	682	.....
Columbia Cas.	31,967	2,377
Empl. Liab.	42,775	124,141
Empl. Mut. Liab.	26,547	23,965
Fidelity & Cas.	1,099	.....
Gen. Acc.	404	.....
Gen. Cas. Wash.	29	4,518
Gen. Reins.	14,073	73,906
Globe Indem.	4,053	.....
Hartford Steam. Boll.	578,012	104,993
London Guar.	13,638	91
Lumbermens Mut. Cas.	117,419	52,290
Maryland Cas.	165,784	39,526
Mutual Boiler	250,477	10,867
Ocean Acc.	52,556	44,921
Phoenix Indem.	4,086	.....
Royal Indem.	14,677	1,419
Standard Acc.	2,063	.....
Travelers Indem.	196,291	42,853

### SPRINKLER & WATER DAMAGE

	Net Prems.	Paid Losses
Aetna Cas.	\$ 2,413,983	\$ 1,757,437
Aetna Cas.	649	600
Acc. & Cas.	1,577	153
Amer. Auto.	85	.....
Amer. Cas.	59,199	35,977
Amer. Empl.	8,054	6,549
Am. Farm. Mut. Auto.	73	.....
Amer. Motorists	3,765	555
Amer. Mut. Liab.	278,014	235,023
Amer. Re.	798	44
Amer. Surety	112	.....
Bankers Indemnity	552	.....
Bankers Life, Ia.	85,702	55,177
Ben. Assn. Ry. Empl.	861,354	641,110
Bus. Men's Assur.	593,043	278,674
Car. & Gen. Acc.	36	118
Celina Mutual Cas.	13	203
Central Surety	184	79
Century Indemnity	1,548	147
Columbia Casualty	1,458	60
Commer. Casualty	71,944	36,343
Conn. Gen. Life	27,751	20,579
Cont. Assur.	174,751	132,579
Cont. Casualty	1,114,186	887,350
Eagle Indemnity	1,670	1,498
Empl. Liab.	17,550	2,429
Empl. Mut. Bon.	28,562	9,485
Empl. Mut. Cas.	1	.....
Empl. Mut. Liab.	359,359	224,011
Empl. Re.	27,284	15,918
Equitable Society	1,409,692	851,724
Federal Casualty	297,830	139,789
Federal Life, Ill.	40,566	21,111
F. & C.	132,213	41,407
Fireman's Fund Ind.	214,915	214,671
First Natl. Cas.	9,191	1,333
Franklin Life	12,634	5,012
General Acc.	10,342	5,640
Gen. Cas. Ws.	9,608	2,356
Glens Falls	9,730	2,064
Globe Indemnity	21,700	5,418
Great Amer. Ind.	5,581	10,731
Great Northern Life	417,515	85,623
Hartford Accident	527,818	374,037
Home Indemnity	247	75
Illinois Mut. Cas.	442,302	390,184
Indemnity of N. A.	8,915	475
Inter-Ocean	16,684	5,069
Inter-State Assur.	28,355	9,111
J. John Hancock	518,714	344,753
Liberty Mutual	176,732	107,406
Lincoln Natl. Life	109,159	71,851
Lond. & Land. Ind.	14,705	7,633
Lond. Guar.	5,333	571
Loyal Prot. Life	119,186	40,748
Lumbens. Mut. Cas.	11,884	2,780
Maryland Casualty	22,253	12,918
Mass. Bonding	20,273	11,559
Mass. Indemnity	6,857	638
Mass. Mut. Life	10,582	5,530
Mass. Prot.	416,046	185,004
Merch. Indemnity	80	.....
Metropolitan Life	1,655,904	945,112
Metropolitan Cas.	28,692	19,216
Mut. Ben. H. & A.	1,492,324	559,203
Mut. Indemnity, Wis.	49,114	7,879
Mut. Service Life	24,473	9,072
National Casualty	340,770	165,700
New Amster. Cas.	21,863	1,350
New York Casualty	20	.....
No. Amer. L. & C.	76,291	22,853
No. Amer. L. & L.	631,857	285,429
Norwich Union Indemnity	76,527	20,351
Ocean Acc.	1,538	855
Ohio Casualty	8,934	5,579
Ohio Farmers Ind.	55	.....
Old Line Life	595,971	859,845
Pacific Mut. Life	86,683	64,174
Paul Revere Life	246,724	114,029
Peerless Casualty	6,349	1,229
Personal Indemnity	567,976	164,282
Phoenix Indemnity	11,516	2,873
Preferred Accident	17,256	5,061
Prof. Mutual	26,325	12,357
Provident L. & A.	269,820	151,284
Prudential	706,043	416,935

### Holds Agent's Action Bound

### Cover on Substituted Car

	Net Prems.	Paid Losses
Hartford Acc.	\$ 18	18
Hartford Livestock	29,481	\$ 10,628
Rural Mut. Cas.	12,517	3,816

### CREDIT

	Net Prems.	Paid Losses

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## Premiums Written and Losses Paid on MICHIGAN Casualty Business in 1948

	Auto. Prem. and Losses	Other Liab. Prem. and Losses	Work Comp. Prem. and Losses	Fidel. Prem. and Losses	Surety Prem. and Losses	Plate Glass Prem. and Losses	Burg. Theft Prem. and Losses	P. D. & Coll. Prem. and Losses		Auto. Prem. and Losses	Other Liab. Prem. and Losses	Work Comp. Prem. and Losses	Fidel. Prem. and Losses	Surety Prem. and Losses	Plate Glass Prem. and Losses	Burg. Theft Prem. and Losses	P. D. & Coll. Prem. and Losses	
Acc. & Cas.	\$ 93,485	\$ 29,864	\$ 9,000	\$ 23,568	1,000	\$ 2,645	\$ 3,622	\$ 9,997	16,256	\$ 292,350	\$ 56,019	\$ 4,850	\$ 2,135			\$ 292,350		
Actna Cas.	43,409	15,446	698	18,198	574	2,794	1,686	8,204		Guar., N. A.	6,985					56,019		
Actna Life	2,754,333	517,483	274,255	1,072,011	171,002	102,497	28,942	148,125	405,865	Hardware Ind.	2,325							
Actna Life	1,005,618	169,640	28,949	533,989	29,367	5,411	18,867	36,386	177,562	Great Central	14,126	5,964	1,785	1,758		1,191	2,871	
Actna Life	5,422,002	1,000	50							Great Central	292,350							
Allstate	1,427,573	534,166								Great Central	292,350							
Allstate	360,346	107,994								Guar., N. A.	6,985							
Amer. Auto.	2,554,468	1,081,665	100,069	277,449	17,071	3,449	16,689	80,817	1,909,535	Hardware Ind.	2,325							
Amer. Auto.	1,127,485	413,456	17,767	101,791	4,658	16,181	30,764	541,887		Hardware Ind.	14,126	5,964	1,785	1,758		1,191	2,871	
Amer. Cas.	583,512	161,955	31,999	88,821	3,044	17,826	8,714	24,952	116,832	Great Central	292,350							
Amer. Cas.	193,687	46,320	1,701	20,726	71	3,298	11,603	41,295		Guar., N. A.	6,985							
Amer. Emp.	430,967	86,010	37,925	116,747	29,437	18,655	7,447	22,370	69,482	Hardware Ind.	2,325							
Amer. Emp.	137,132	12,954	9,910	64,474	4,370	—42	4,615	8,191	32,096	Great Central	292,350							
Am. F. & C. Va.	772,557	539,119	687							Hardware Ind.	14,126	5,964	1,785	1,758		1,191	2,871	
Am. F. & C. Va.	444,080	249,783								Great Central	292,350							
Am. G. & L.	185,326	814	—5,047	5,189	30,660					Guar., N. A.	6,985							
Am. Ind.	20,010			3,462	3,574					Hardware Ind.	2,325							
Am. Ind.	60,679	13,335	4,778		186	719	5,192	9,263	20,321	Hardware Ind.	14,126	5,964	1,785	1,758		1,191	2,871	
Am. Ind.	15,515	4,994	143							Great Central	292,350							
Am. Ind.	142,424	17,003	6,051	88,328	8,690	764	222	2,466	16,123	Guar., N. A.	6,985							
Am. Ind.	67,211	3,556	430	52,685	843		76	77	8,499	Hardware Ind.	2,325							
Am. Mut. Lin.	1,278,782	116,648	83,884	20,338	4,376	200	30	6,349	100,960	Great Central	292,350							
Am. Pichidr.	582,541	40,710	6,903	42,974	—273		235	287	48,251	Guar., N. A.	6,985							
Am. Pichidr.	9,778	62	983							Hardware Ind.	14,126	5,964	1,785	1,758		1,191	2,871	
Am. Pichidr.	13,908									Great Central	292,350							
Amer. Re.	198,326	31,308	12,398	65,955	33,345	30,380	71	4,451	16,034	Guar., N. A.	6,985							
Amer. Re.	37,611	27,465	7,890	2,989	—1,487					Hardware Ind.	2,325							
Amer. States	1,295,923	337,219	27,558	57,543		10,691	21,348	659,267		Great Central	292,350							
Amer. Surety	598,944	142,145	2,005	19,235						Guar., N. A.	6,985							
Am. Surety	774,464	109,409	45,180	65,153	148,462	63,074	13,027	43,707	115,751	Hardware Ind.	14,126	5,964	1,785	1,758		1,191	2,871	
Am. Surety	218,230	42,362	4,821	44,972	19,033	—386	5,651	14,297	78,803	Great Central	292,350							
Anchor Cas.	105,354	434	84							Guar., N. A.	6,985							
Anchor Cas.	134,106	1,260								Hardware Ind.	2,325							
Arax Ind.	2,254	354	940	154						Great Central	292,350							
Assoc. Ind.	460,228	2,538	9,031	441,565						Guar., N. A.	6,985							
Assoc. Ind.	164,356		863	161,794						Hardware Ind.	2,325							
Auto Owners	8,650,121	2,396,660	139,899	59,848		37,210	62,169	4,002,169		Great Central	292,350							
Bankers Ind.	3,331,636	806,150	8,527	313,125		17,173	15,370	1,804,234		Guar., N. A.	6,985							
Bankers Ind.	231,448	101,987	8,572	28,741	—598	4,995	10,479	76,887		Hardware Ind.	2,325							
Bitum. Oba.	107,355	50,564	1,010	15,312	681	1,854	1,764	36,273		Great Central	292,350							
Buck. Un. Cas.	18,971		1,008	17,276						Guar., N. A.	6,985							
Buck. Un. Cas.	20,031									Hardware Ind.	2,325							
Buck. Un. Cas.	173,448	94,769	5,881		123	55	1,592	4,871	66,657	Great Central	292,350							
Buck. Un. Cas.	78,448	41,226	567							Guar., N. A.	6,985							
Car & Gen.	4,326	2,324	140	67		40	147	1,607		Hardware Ind.	2,325							
Car & Gen.	5,555	7,200		5		80	44	1,226		Great Central	292,350							
Cas. Ind. Ex.	11,478			10,205						Guar., N. A.	6,985							
Cas. Ind. Ex.	2,602			2,402						Hardware Ind.	2,325							
Cas. Rec. Ex.	35,417	3,858	1,590	22,053						Great Central	292,350							
Cent. Natl.	64,815	5,061								Guar., N. A.	6,985							
Cent. Sur.	318,250	197,820	3,788	11,350	1,101	13,485	790	1,586	80,326	Great Central	292,350							
Cent. Ind.	192,588	141,018	143	5,334	—3	27	968	484	43,855	Guar., N. A.	6,985							
Cent. Ind.	496,100	104,933	55,563	140,143	14,656	17,768	23,002	45,480	88,294	Hardware Ind.	2,325							
Check M. Au.	208,342	173,215	16,366	44,735	3,092	273	18,073	18,340	47,896	Great Central	292,350							
Citizens Cas.	216,973	11,410								Guar., N. A.	6,985							
Citizens M. Au.	5,377,955	1,440,300	9,804							Hardware Ind.	2,325							
Columbia Cas.	1,919,218	359,101	200							Great Central	292,350							
Columbia Cas.	427,441	120,711	27,490	115,542	7,376	4,459	1,776	6,851	91,230	Guar., N. A.	6,985							
Commer. Cas.	163,868	25,995	1,907	59,354	299	913	1,026	47,272		Hardware Ind.	2,325							
Commer. Cas.	179,163	48,046	6,805	3,710	2,144	1,045	2,003	5,285	26,616	Great Central	292,350							
Comm. Ind.	112,200	51,484	6,405	2,736	1,796	1,645	10,191	4,454	10,191	Guar., N. A.	6,985							
Consol. Ind.	64,040	8,658	839	38	56,393					Hardware Ind.	2,325							
Cont. Cas.	2,066,802	249,128	115,852	161,437	37,402	29,189	21,107	66,872	203,040	Great Central	292,350							
Dearb. Natl.	820,915	52,166	20,691	125,827	1,257	—66	9,587	13,226	91,333	Guar., N. A.	6,985							
Dearb. Natl.	752,582	53,223	18,177							Hardware Ind.	2,325							
Detroit Au. Cas.	15,206,866	4,557,887								Great Central	292,350							
Detroit M. Auto.	37,732	10,600								Guar., N. A.	6,985							
Eagle Ind.	85,450	12,749	16,070	25,812	128	1,204	577	3,107	20,164	Hardware Ind.	2,325							
Eagle Ind.	65,715	20,810	716	12,4														

Sur. P. D. & Co. Prem. and Losses	Total Prem. Losses	Auto. Prem. Losses	Other Liab. Prem. Losses	Work Comp. Prem. Losses	Fidel Prem. Losses	Surety Prem. Losses	Plate Glass Prem. Losses	Burg. Theft Prem. Losses	P. D. & Coll. Prem. Losses	Net Prem. Losses	Paid Losses
2,250	6,216,647	418,135	365,146	2,345,505	51,177	791,823	52	365	286	341	7,943
56,019	2,834,719	87,993	457	14,700	11	690	563	2,002	1,258	24,768	4,255
United Nat. Ind.	22,347	19,644	801	2,650	52	365	259	388	5,478	754,238	276,594
18,345	10,018	524	1,677	5,531	5,531	5,531	5,531	5,531	5,531	163,356	71,364
5	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531
U. S. Cas.	100,909	3,364	7,566	67,675	837	1,855	338	2,213	6,220	Gen. Reins.	16,739
23,639	2,152	457	14,700	11	690	563	2,002	1,258	24,768	Globe Indem.	4,255
U. S. F. & G.	2,540,439	548,486	296,781	481,116	132,006	332,170	124,827	213,788	428,845	Hart. Stm. Boiler.	754,238
762,945	140,424	52,639	172,439	12,811	54,544	81,516	224,468	163,356	71,364	Ocean Acc.	38,025
U. S. Guar.	186,832	17,239	10,467	119	80,063	58,066	6,453	12,291	5,104	Phoenix Ind.	12,291
27,542	12,786	25	340	5,809	177	929	7,478	44,703	14,296	Royal Ind.	44,703
U. S. Mut.	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	Sec. Mut. Cas.	384
—	—	—	—	—	—	—	—	—	—	Stand. Acc.	268
U. S. Cas.	100,909	3,364	7,566	67,675	837	1,855	338	2,213	6,220	Travelers Ind.	603,855
23,639	2,152	457	14,700	11	690	563	2,002	1,258	24,768	71,033	
U. S. F. & G.	2,540,439	548,486	296,781	481,116	132,006	332,170	124,827	213,788	428,845	Totals	\$1,848,423
762,945	140,424	52,639	172,439	12,811	54,544	81,516	224,468	163,356	71,364	520,162	
U. S. Guar.	186,832	17,239	10,467	119	80,063	58,066	6,453	12,291	5,104	1,424,480	
27,542	12,786	25	340	5,809	177	929	7,478	44,703	14,296	533,409	
U. S. Mut.	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	Travelers Ind.	603,855
—	—	—	—	—	—	—	—	—	—	71,033	
U. S. Cas.	100,909	3,364	7,566	67,675	837	1,855	338	2,213	6,220	Gen. Reins.	16,739
23,639	2,152	457	14,700	11	690	563	2,002	1,258	24,768	Globe Indem.	4,255
U. S. F. & G.	2,540,439	548,486	296,781	481,116	132,006	332,170	124,827	213,788	428,845	Hart. Stm. Boiler.	754,238
762,945	140,424	52,639	172,439	12,811	54,544	81,516	224,468	163,356	71,364	Ocean Acc.	38,025
U. S. Guar.	186,832	17,239	10,467	119	80,063	58,066	6,453	12,291	5,104	Phoenix Ind.	12,291
27,542	12,786	25	340	5,809	177	929	7,478	44,703	14,296	Royal Ind.	44,703
U. S. Mut.	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	Sec. Mut. Cas.	384
—	—	—	—	—	—	—	—	—	—	Stand. Acc.	268
U. S. Cas.	100,909	3,364	7,566	67,675	837	1,855	338	2,213	6,220	Travelers Ind.	603,855
23,639	2,152	457	14,700	11	690	563	2,002	1,258	24,768	71,033	
U. S. F. & G.	2,540,439	548,486	296,781	481,116	132,006	332,170	124,827	213,788	428,845	Travelers Ind.	603,855
762,945	140,424	52,639	172,439	12,811	54,544	81,516	224,468	163,356	71,364	Totals	\$1,848,423
U. S. Guar.	186,832	17,239	10,467	119	80,063	58,066	6,453	12,291	5,104	520,162	
27,542	12,786	25	340	5,809	177	929	7,478	44,703	14,296	1,424,480	
U. S. Mut.	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	533,409	
—	—	—	—	—	—	—	—	—	—	Travelers Ind.	603,855
U. S. Cas.	100,909	3,364	7,566	67,675	837	1,855	338	2,213	6,220	Gen. Reins.	16,739
23,639	2,152	457	14,700	11	690	563	2,002	1,258	24,768	Globe Indem.	4,255
U. S. F. & G.	2,540,439	548,486	296,781	481,116	132,006	332,170	124,827	213,788	428,845	Hart. Stm. Boiler.	754,238
762,945	140,424	52,639	172,439	12,811	54,544	81,516	224,468	163,356	71,364	Ocean Acc.	38,025
U. S. Guar.	186,832	17,239	10,467	119	80,063	58,066	6,453	12,291	5,104	Phoenix Ind.	12,291
27,542	12,786	25	340	5,809	177	929	7,478	44,703	14,296	Royal Ind.	44,703
U. S. Mut.	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	Sec. Mut. Cas.	384
—	—	—	—	—	—	—	—	—	—	Stand. Acc.	268
U. S. Cas.	100,909	3,364	7,566	67,675	837	1,855	338	2,213	6,220	Travelers Ind.	603,855
23,639	2,152	457	14,700	11	690	563	2,002	1,258	24,768	71,033	
U. S. F. & G.	2,540,439	548,486	296,781	481,116	132,006	332,170	124,827	213,788	428,845	Travelers Ind.	603,855
762,945	140,424	52,639	172,439	12,811	54,544	81,516	224,468	163,356	71,364	Totals	\$1,848,423
U. S. Guar.	186,832	17,239	10,467	119	80,063	58,066	6,453	12,291	5,104	520,162	
27,542	12,786	25	340	5,809	177	929	7,478	44,703	14,296	1,424,480	
U. S. Mut.	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	533,409	
—	—	—	—	—	—	—	—	—	—	Travelers Ind.	603,855
U. S. Cas.	100,909	3,364	7,566	67,675	837	1,855	338	2,213	6,220	Gen. Reins.	16,739
23,639	2,152	457	14,700	11	690	563	2,002	1,258	24,768	Globe Indem.	4,255
U. S. F. & G.	2,540,439	548,486	296,781	481,116	132,006	332,170	124,827	213,788	428,845	Hart. Stm. Boiler.	754,238
762,945	140,424	52,639	172,439	12,811	54,544	81,516	224,468	163,356	71,364	Ocean Acc.	38,025
U. S. Guar.	186,832	17,239	10,467	119	80,063	58,066	6,453	12,291	5,104	Phoenix Ind.	12,291
27,542	12,786	25	340	5,809	177	929	7,478	44,703	14,296	Royal Ind.	44,703
U. S. Mut.	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	Sec. Mut. Cas.	384
—	—	—	—	—	—	—	—	—	—	Stand. Acc.	268
U. S. Cas.	100,909	3,364	7,566	67,675	837	1,855	338	2,213	6,220	Travelers Ind.	603,855
23,639	2,152	457	14,700	11	690	563	2,002	1,258	24,768	71,033	
U. S. F. & G.	2,540,439	548,486	296,781	481,116	132,006	332,170	124,827	213,788	428,845	Travelers Ind.	603,855
762,945	140,424	52,639	172,439	12,811	54,544	81,516	224,468	163,356	71,364	Totals	\$1,848,423
U. S. Guar.	186,832	17,239	10,467	119	80,063	58,066	6,453	12,291	5,104	520,162	
27,542	12,786	25	340	5,809	177	929	7,478	44,703	14,296	1,424,480	
U. S. Mut.	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	533,409	
—	—	—	—	—	—	—	—	—	—	Travelers Ind.	603,855
U. S. Cas.	100,909	3,364	7,566	67,675	837	1,855	338	2,213	6,220	Gen. Reins.	16,739
23,639	2,152	457	14,700	11	690	563	2,002	1,258	24,768	Globe Indem.	4,255
U. S. F. & G.	2,540,439	548,486	296,781	481,116	132,006	332,170	124,827	213,788	428,845	Hart. Stm. Boiler.	754,238
762,945	140,424	52,639	172,439	12,811	54,544	81,516	224,468	163,356	71,364	Ocean Acc.	38,025
U. S. Guar.	186,832	17,239	10,467	119	80,063	58,066	6,453	12,291	5,104	Phoenix Ind.	12,291
27,542	12,786	25	340	5,809	177	929	7,478	44,703	14,296	Royal Ind.	44,703
U. S. Mut.	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	5,531	Sec. Mut. Cas.	384
—	—	—	—	—	—	—	—	—	—	Stand. Acc.	268
U. S. Cas.	100,909	3,364									

# INSURANCE NEWS BY SECTIONS

## IN THE SOUTHERN STATES

### La. Agents Are in Annual Session

Louisiana Assn. of Insurance Agents is holding forth in annual meeting at Edgewater Gulf Hotel, Edgewater Park, Miss., this week. The program got under way Wednesday afternoon with the presidential address of Heath Petrie, greetings from Jules E. Simoneaux, president of Louisiana Field Men's Assn. and a forum on agents advertising methods.

Thursday morning reports are to be heard from various committees, from E. J. Seymour, state national director, and John C. Stott, president of N.A.I.A., will give an address. In the evening there is to be open house honoring Mr. and Mrs. Stott, O. Shaw Johnson, Clarkdale, Miss., vice-president of N.A.I.A., and Mrs. Johnson; Mr. and Mrs. Petrie and Mr. and Mrs. F. L. Grubb. There will be a dance, courtesy of the local boards of Baton Rouge, Bogalusa, Hammond and St. Tammany.

At the Friday morning session there will be given the report of administration and of various committees. In the afternoon an executive session will be held and the dinner is to be held that evening.

### San Antonians Told of Broad Burglary Cover

E. R. White, secretary of American Indemnity, discussed the advantages of broad form burglary insurance before San Antonio Insurance Exchange. He said comprehensive burglary insurance is still in the experimental stage, but believes that although the premium cost is a little higher the buyer will see its advantages. This covers mysterious disappearance from a safe, cases where money or securities may have been taken home and lost there or on the way, also while in the custody of a messenger, or in case of holdup of the owner of the business or an employee of the firm.

The coverage, he said, looks like a moral hazard, but he urged that more agents try to sell it on acceptable risks. He believes that only about 10% of the agents are now selling this coverage. He referred to the claim that locks can be manipulated by skilled burglars and stated that when he has employed experts to open safes a minimum of seven hours has been required.

Mr. White pointed out the need for records giving a reasonable amount of information. Asked concerning coverage at different locations, he answered that he has one assured with 31 locations.

Arthur Randol, chairman of the legislative committee of Texas Assn. of Insurance Agents, reviewed legislative developments.

### Ga. Advisory Board Named

ATLANTA — Commissioner Cravey has named 11 members of the fire safety advisory board, authorized under a new law to assure public safety in major hazard buildings. One member remains to be appointed.

### Va. Speakers Scheduled

Among the speakers already signed up for the annual meeting of Virginia Assn. of Insurance Agents at Roanoke June 16-18 are John C. Stott, president of N.A.I.A.; Lawrence Sullivan, executive editor National Business News, and Edward Kingsbury, director of education of Royal-Liverpool.

### Arkansas Announces Convention Plans

Final program plans featuring three speakers for the annual convention of Arkansas Assn. of Insurance Agents to be held at the Arlington Hotel, Hot Springs National Park, May 13-14, were announced this week. Ernest L. Clark, assistant treasurer of J. C. Penney Co. New York heads the general convention session Friday afternoon, May 13, with an address on "National Importance of the Local Agent." Fred Westervelt, public relations director of General Adjustment Bureau, New York, will speak on "Loss Adjustments and Public Relations," and show a color motion picture of the recent tornado damage at Warren, Ark. "The Agent's Position in the Present Economic Situation" is the subject of Hugh D. Combs, executive vice-president of U. S. F. & G.

Governor McMath will formally open the convention session with a brief address and will be followed by Commissioner Graves, who will extend greetings from the insurance department.

#### Business Session May 13

The business session of the association, attended only by members, will be held the morning of May 13, with President Sterling Frank, Dumas, presiding. Ladies attending the convention will attend a luncheon Friday given by the Anderson & Newell general agency, Little Rock, while all men registrants are invited to a stag buffet luncheon of the Arkansas Assn. of Managing General Agents.

The session Saturday morning will be devoted to three open forum discussions. Heading the list is a forum on Arkansas' new agent's qualification law with Commissioner Graves, C. S. McNew, Jr., legislative chairman, Pine Bluff, J. W. Dickey, association counsel, Pine Bluff; Verne McMillen, National Board counsel, Little Rock, and L. V. Martin, general agent, Little Rock, serving as discussion leaders. A second open discussion will be devoted to an analysis of the state's new fair trade practices act for insurance with Representative William Rector, Mr. McMillen and W. R. Smith, Loyalty Group, Little Rock, as spokesmen. The final round table of that session will take up Arkansas' new financial responsibility act. Heading the discussion panel is Dean Morley, state revenue commissioner, who will administer the law. He will be assisted by Thomas T. Wilson, U. S. F. & G., Little Rock; William Apple, Apple & Co., Little Rock; Robert Maxwell, Offenbauer & Co., Texarkana, and Leavell R. Smith, E. H. Noble & Co., Stuttgart. The convention will adjourn Saturday noon. A dinner-dance will be held Friday night.

### Tenn., Ark. Mutual Agents Hold Joint Rally at Memphis

MEMPHIS — J. Sam Kirkpatrick, Nashville, was elected to succeed W. J. Ingle of Knoxville as president of Tennessee Assn. of Mutual Insurance Agents at a joint meeting here of the Tennessee and Arkansas associations. Other officers of the Tennessee association elected were: Fred Smith, Clarksville, vice-president; Clifton Lewis, Tullahoma, secretary-treasurer, and Will S. Hall, Jackson, and Tom Pace and J. Leroy Neblett, both Knoxville, directors.

Dr. Richard C. Steinmetz, chief special agent Mutual Investigation Bureau, spoke on "Arson"; A. J. Wild, manager at Memphis for Tennessee Inspection

Bureau, discussed the new state rate regulation bureau, and E. J. Raabe, Central Manufacturers Mutual, spoke on "Common Fallacies in Selling Personal Property Floaters."

Edward Pace, Camden, Ark., was elected to succeed Milton A. Kidder as president of the Arkansas association.

### Wolverine Has Sales Meet

Wolverine of Lansing conducted a sales meeting for its branch managers and production officials. H. Gordon Eason, vice-president in charge of cas-

ualty lines, was in charge of that aspect of the program while Harold Moore, manager of automobile business, directed sessions in that field.

Claim men are being called into the home office for a two-day session at the end of this week.

Five of the factory mutuals have been licensed in Iowa, including Arkwright Mutual, Blackstone Mutual, Cotton & Woolen Manufacturers Mutual, Philadelphia Manufacturers Mutual and Protection Mutual.

The Donald B. Sigerfoos agency, Marion Street, Elkhart, Ind., has bought the Howard Herrli agency.

## MIDDLE WESTERN STATES

### Minn. Agents, Auto, Finance Men Agree on Ethical Code

MINNEAPOLIS — Minnesota Assn. of Insurance Agents, the Minnesota Automobile Dealers Assn. and Minnesota Finance Conference have drawn up an agreement on automobile insurance purchases after a conference with Thomas N. Christie, a member of the house insurance committee of the legislature. The agreement permits the purchaser of merchandise on an instalment basis or the borrower of money to designate his own insurance agent and company. This ethical code has been substituted by these three groups for legislation introduced by agents to correct some of the abuses. Frank S. Preston, legislative chairman for the Minnesota association, signed for the agents.

### Minnesota Agents' Mid-Year Under Way at Minneapolis

MINNEAPOLIS — "Mind Your Own Business" is the keynote of the mid-year convention of Minnesota Assn. of Insurance Agents which opens Thursday afternoon and continues through Friday. An attendance of 250 is expected. The executive committee of the association met Wednesday night to set the dates for the annual meeting. It will be at Duluth, probably Sept. 30-Oct. 1.

Thursday morning the constitutional revision committee, J. R. Gallery of Hutchinson, chairman, will meet. Also that morning the committee on insurance education, Loren D. Capretz, Austin, chairman, will meet on the campus of University of Minnesota to talk over plans for another short course for agents next fall.

Convention sessions will be at the Radisson hotel with President Jesse D. Bradley, Duluth, in charge.

### Indiana U. Conference

The annual conference on fire and casualty insurance at Indiana University at Bloomington has been set for three days commencing May 2. There will be covered at that time, five courses from the N.A.I.A. program as well as introductory courses in public liability, time element coverage, office management and aviation. C. D. Kessler of Peru will be chairman, and Professor J. Edward Hedges of Indiana University and L. A. Linderman of Terre Haute will be co-chairmen.

### Ohio Federation Meet Set

The annual meeting of Insurance Federation of Ohio will be held at Columbus May 23.

### Regional at Concordia, Kan.

Kansas Assn. of Insurance Agents held a dinner meeting for zone 4 agents at Concordia. Russell M. Bays, Concordia agent, was local chairman. Field men assisting with the program and arrangements were John L. Vorse, Royal-Liverpool, Wichita, and Byron R.

Ward, Glens Falls, Topeka. Speakers included Miles Eliff, Rain & Hail Insurance Bureau; Harlan Martin, St. Paul, and Herbert J. Schoppe, Commercial Union, all of Wichita; Mr. Ward and Commissioner Sullivan. There were about 40 agents in attendance.

### Minn. Mutual Parleys

The Gopher 1752 Club conducted a one-day mutual insurance clinic at Rochester, Minn., with 95 agents attending. The next clinic will be May 5 at St. Cloud.

The speakers at Rochester included John Ramey of Farmers Home Mutual on "Long Line Coverage"; Paul H. Darling, Iowa Mutual Liability, "Schedule Public Liability"; and M. H. Jamar, Employers Mutual Casualty, "The Casualty Risk of Today".

## COAST

### L. A. Interests Charged with Conspiracy to Defraud

LOS ANGELES — Complaint has been filed in superior court by Imperial Assurance, Alliance Assurance, National Union, and Northwestern F. & M. against the All-State Wrecking & Salvage Co., E. D. Stern, its president; James E. Akers, owner of Builders Lumber Co.; Louis Lippin, insurance broker, and three John Does, alleging fraud and seeking repayment of a loss overpayment.

The suit results from loss paid on a fire at the wrecking company's plant April 14, 1947. Insurance involved was \$75,000. Proof of loss was submitted on the basis of 814,884 board feet of lumber burned for a total of \$50,788 and paid by the four companies.

The complaint alleges the total and damaged and destroyed lumber did not exceed 50,000 board feet and the value did not exceed \$2,500; that the kind and quality of lumber was inferior to that represented in the proof of loss; that this was known to defendants and that they conspired to defraud the insurers. Including premium insurance, the complaint alleges overpayment of \$49,149.

A secondary loss payment, coincident with the same fire loss on April 14, 1947, is in abeyance, since a draft in the amount of \$39,886 and in behalf of Utah Home Fire, was stopped before payment.

### Gilmore, Carpenter Party

The Pacific Board has arranged a testimonial farewell dinner to William W. Gilmore and Samuel L. Carpenter, Jr., at the Stock Exchange Club, San Francisco, May 3. H. Clyde Edmondson is chairman of the committee in charge. Mr. Gilmore is the retired London & Lancashire Pacific Coast manager and Mr. Carpenter is the former manager of the Pacific Board.

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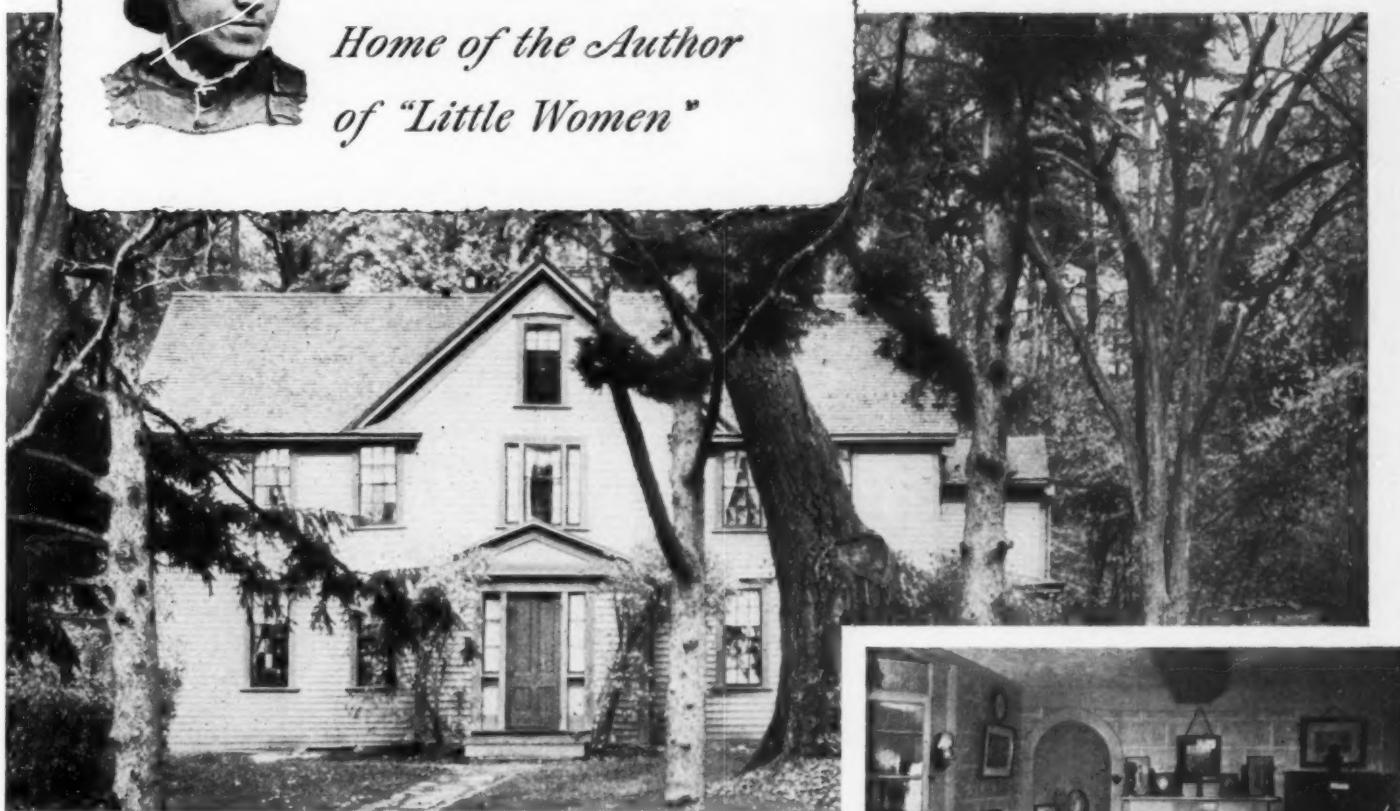
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## Orchard House

*Home of the Author  
of "Little Women"*

*Famous American Homes*



*The library in Orchard House*

"THE FIRST golden egg of the ugly duckling," wrote Louisa May Alcott after the publication of "Little Women" which brought fame and prosperity after lean years of believing herself a failure. Yet the publisher was disappointed in the manuscript and inclined to reject it. Fortunately, he sought the opinions of some young friends and their enthusiastic reaction convinced him of its appeal.

As every reader knows, "Little Women" is based on the early home life of the four Alcott sisters and through the tomboy Jo, Louisa herself is revealed. Though the author spared no unflattering details, Jo with all her faults emerges as the strongest and most endearing character.

Louisa, the second of the four daughters,

was born in 1832 in Germantown, Pennsylvania, where her father conducted a school. A man of culture and advanced educational ideas, Bronson Alcott was nevertheless an unpractical dreamer who had difficulty making an adequate living.

After many moves, in 1857 the Alcotts bought Orchard House in Concord, Massachusetts, which remained their home for twenty-five years. Built about 1650 and one of the oldest in Concord, the house was so dilapidated that its former owner had thought it fit only for firewood. But he did not know the resourceful Alcotts who energetically set to work and made the old wreck habitable. Some of the decorations made by May (Amy in "Little Women") still remain.

Under the spur of necessity the ambitious Louisa began writing at an early age, but her stories netted very little and failed to meet her own critical standards. With "Little Women," which was written at Orchard House and published when she was 36, she not only became successful in the eyes of the public but had the satisfaction of feeling that she had hit her stride. Characteristically, she rejoiced most in being able at last to install a furnace



*View of parlor. Note "sausage pillow" mentioned in "Little Women"*

in Orchard House and provide her family with many other necessities and comforts. Her dominant love and protective instinct were constantly directed toward her family. This single-minded devotion was probably why she never married.

Orchard House is now maintained by the Louisa M. Alcott Memorial Association. Through the help of relatives and friends it has the same appearance and much of the same furniture as in the days when the Alcott family made it their home.

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T H E  
 *Crum and Forster*   
 GROUP

FINANCIAL STATEMENT AS OF DECEMBER 31, 1948

A S S E T S

	UNITED STATES FIRE INS. CO.	NORTH RIVER INS. CO.	WESTCHESTER FIRE INS. CO.	ALLEMANNIA FIRE INS. CO.	U.S. BRANCH WESTERN ASSURANCE	U.S. BRANCH BRITISH AMERICA	SOUTHERN FIRE INS. CO.
Cash in Banks & Trust Companies	\$ 7,800,355	\$ 4,235,762	\$ 5,050,748	\$ 1,153,477	\$ 1,067,440	\$ 682,826	\$ 1,091,002
United States Government Bonds	31,981,414	19,463,805	19,756,173	4,455,137	4,963,311	2,451,396	1,039,745
Other Bonds and Stocks	17,990,062	13,307,918	12,817,798	2,121,226	968,577	1,047,130	1,318,469
Mortgage Loans on Real Estate	24,115	31,000	229,291	78,339	.....	.....	.....
Real Estate	1,500	1,000	37,000	80,000	.....	.....	.....
Premium Balances Receivable (Not over three months due)	3,142,252	1,960,343	2,372,031	421,137	422,431	229,993	183,880
Bills Receivable, Not Due	544,633	216,298	442,196	.....	.....	.....	.....
Interest Accrued	100,882	59,764	63,279	13,832	10,133	6,297	8,804
Other Assets	1,482,437	390,457	1,039,868	121,008	124,965	21,396	24,196
<b>Total Admitted Assets</b>	<b>\$63,067,650</b>	<b>\$39,666,347</b>	<b>\$41,808,384</b>	<b>\$ 8,444,156</b>	<b>\$ 7,556,857</b>	<b>\$ 4,439,038</b>	<b>\$ 3,666,096</b>

L I A B I L I T I E S

Reserve for Unearned Premiums	\$24,992,299	\$14,509,496	\$15,903,380	\$ 3,401,595	\$ 2,771,015	\$ 1,539,276	\$ 1,733,059
Reserve for Losses and Loss Expenses	7,409,014	4,966,437	6,055,175	872,930	1,164,058	569,928	307,099
Reserve for Taxes and Expenses	1,612,400	1,057,500	1,291,000	202,558	260,800	121,850	75,226
Other Reserves	879,059	361,315	753,866	109,077	111,323	26,436	14,864
Capital	2,000,000	2,000,000	2,000,000	1,200,000	†500,000	†500,000	500,000
Net Surplus	23,174,878	16,771,599	15,804,963	2,657,996	2,749,661	1,681,548	1,035,848
<b>Surplus to Policyholders</b>	<b>28,174,878</b>	<b>18,771,599</b>	<b>17,804,963</b>	<b>3,857,996</b>	<b>3,249,661</b>	<b>2,181,548</b>	<b>1,535,848</b>
	<b>\$63,067,650</b>	<b>\$39,666,347</b>	<b>\$41,808,384</b>	<b>\$ 8,444,156</b>	<b>\$ 7,556,857</b>	<b>\$ 4,439,038</b>	<b>\$ 3,666,096</b>

★Securities in statements include amounts deposited with various states, as required by law, in the following amounts: United States Fire, \$3,610,229; North River, \$2,454,022; Westchester Fire, \$2,193,008; Allemannia Fire, \$255,000; Western Assurance, \$675,076; British America, \$668,148; Southern Fire, \$297,011.

†Statutory Deposit.

On the basis of December 31, 1948, Market quotations for all Bonds and Stocks owned, the Total Admitted Assets and Surplus would be increased by the following amounts: United States Fire, \$358,110; North River, \$213,329; Westchester Fire, \$300,088; Allemannia Fire, \$82,778; Western Assurance, \$22,746; British America, \$25,208; Southern Fire, \$21,158.

**CRUM AND FORSTER, Manager**  
 110 WILLIAM STREET, NEW YORK CITY  
 WESTERN DEPARTMENT FREEPORT, ILLINOIS SOUTHERN DEPARTMENT ATLANTA, GEORGIA CAROLINAS DEPARTMENT DURHAM, NORTH CAROLINA PACIFIC DEPARTMENT SAN FRANCISCO, CALIFORNIA ALLEGHENY DEPARTMENT PITTSBURGH, PENNSYLVANIA

